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Higher Education

Service Definition

V1.0





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1 Service Overview

BIP Group Limited is part of the global BIP Group. BIP UK is a brand of BIP Group Limited known as BIP.

We provide a comprehensive range of solutions and services that support universities and other higher education institutions at all phases of their cloud journey.

This includes solutions for data capture, data migration, master data management, data modelling, and services to support data usage – search, audit, security, analytics and reporting.

We have broad and deep higher education knowledge from working with University College London (UCL) and Imperial College London.

Our knowledge covers the strategy for and operation of various systems and includes:

- ProGrad – Low Code technology for the automation of university services
- Detailed Market Reviews
- Circularity Assessments
- Sustainability Reviews of clinical trials

The services we provide in cloud support include:

- Developing cloud data Proof of Concept PoC initiatives
- Coordinating agencies to identify data requirements
- Analysing data formats, data sources, data processes
- Analysing cloud solution options and solution migration requirements
- Evaluation of marketplace and procurement RFI RFQ ITT
- Evaluation of data management requirements: capture, export, storage, migration, audit
- Evaluation of data analysis requirements: extract, analytics, verification, interrogation, reporting
- Designing common data standards, data architecture, data interfaces and APIs
- Designing open, flexible solution architectures
- Coordinating data governance activities, including privacy impact assessments.
- Digital and IT strategy
- Data architecture
- Generative AI
- AI governance, strategy and responsible AI
- ML/AI Operations
- Low Code solutions
- Portfolio, Programme and Project Management
- Business Analysis
- Organisation and operating model design
- Change Management, stakeholder engagement & communication
- Business Case development
- Discovery and Proof of Concept
- Options analysis

2 Track Record

The clients we have worked with recently within Higher Education include:

- University College London (UCL)
- Imperial College London

We have worked with a variety of stakeholders within Higher Education institutions.

A selection of relevant assignments is presented below:

Higher Education Institution – Market Review of Lab Animal Management Systems

We were engaged to provide an insight into the commercial market for lab animal management systems. We provided a review of the market, requirements and cost analysis, and best fit options. We recommended that a formal ITT be conducted. The client was provided with the full analysis and a comprehensive report of findings.

Our approach:

- Conducted requirements workshops to capture and prioritise requirements.
- Identified the commercial landscape and compiled detailed vendor insights.
- Produced an RFI and conducted interviews and demonstrations with vendors, as well visiting similar institutions to review solutions.
- Assessed solutions vs prioritised requirements to compile a matrix of most suitable solutions.
- Produced 10-year cost analysis of solutions vs in-house system.
- Comparative analysis and recommendation.

Outcomes:

- Verified list of 66 user requirements for the lab animal management system.
- Understanding of the market and available COTS solutions, and how in-house system compares.
- Detailed profiles of vendors and solutions in the market.
- Case studies and testimonies from similar institutions using COTS solutions.
- Feedback from vendor demonstrations and RFI responses.
- Detailed analysis of solutions against prioritised user requirements, to give a matrix of best-fit options.
- Cost profile over 10 years of COTS solution vs in-house solution, identifying potential savings in excess of £1.8m.
- Recommendation to issue formal ITT.

Higher Education Institution – Sustainable Clinical Trials

We are collaborating with the Higher Education Institution to take a deep dive into sustainability in clinical trials. Healthcare accounts for a significant proportion of global emissions (5%) and waste. Clinical trials are a key element of the healthcare value chain and due to their global and complex nature, contribute significantly to the overall healthcare environmental impact. We therefore partnered with the university's sustainability lab with the aim of identifying the challenges being faced by the industry when thinking about sustainability in clinical trials. Through a review of the available research and industry interviews this work will highlight the key questions and challenges organisations face when embedding sustainability in their clinical trials and a potential roadmap forward including initiatives and possible policy that could be implemented.

Higher Education Institution – Sustainability Maturity Assessment

We collaborated with Higher Education Institution to create a Sustainability Maturity Assessment which has been implemented with clients and offers continuous use. The aim of the assessment is to establish a framework of assessing the circularity of an organisations operations and to assess areas of improvement. This is an essential framework which offers insights into the present status of an organisations circularity and therefore it is used to gain an understanding of areas where different strategic objectives may need to be implemented. As a result, the assessment offers an innovative approach for clients to understand and achieve sustainability and net-zero targets.

3 Contacts

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4 About us

Who We Are

BIP is a fast growing global management consultancy (backed by CVC Capital Partners), employing over 6,000 professionals across 27 offices in 12 countries.

We operate across Europe, the Americas, and the Middle East; including here in the UK, Italy, France, Germany, Spain, Portugal, Switzerland, Austria, Brazil, Chile, Colombia, the UAE, and the US.

We help organisations tackle complex challenges, outpace their competitors, and build a sustainable future through strategic insight, operational excellence, and technology innovation.

In the UK, BIP has been recognised by *The Times* and trusted by FTSE 100 companies, government departments, and industry leaders, establishing itself as one to watch in the consulting landscape.

Our Philosophy: Value, People and Technology

At the heart of everything we do lies a powerful combination: **value, people and technology**. These three pillars enable us to deliver meaningful, scalable, and lasting outcomes for our clients.

We are value creators and business integrators, combining strategic insight with implementation excellence to help organisations move the dial at pace.

Our work is powered by deep expertise in digital transformation, AI, cloud, and technology-led change, ensuring every solution drives sustainable progress *and* measurable impact.

Our Approach: Design to Deliver

We are doers and makers, NOT just PowerPoint writers.

Everything we do is designed to deliver real, measurable change within defined timelines. We ideate, test, and learn, working closely with clients and partners in an open, collaborative way to ensure every solution is built to last.

Our goal is not only to deliver outcomes, but to transfer knowledge, and empower clients to continue their transformation independently.

This partnership model offers long-term value and enables us to focus on where we can make the next biggest impact.

Our Expertise

With deep sector experience across

- Financial Services
- Government & Public Sector
- Defence & Industries
- Energy, Utilities & Resources
- Telecoms & Media
- Retail & Services
- Life Sciences
- Commercial Real Estate

We bring sharp insight, proven delivery experience, and technological edge to every engagement.

The recent integration of Verco and Riskcare into BIP UK further strengthens our offering, adding market-leading expertise in net zero strategy, sustainability advisory, and financial risk technology.

Here to Dare

“Here to dare” is more than a motto, it is our mindset.

We dare to think and act differently, to explore beyond limits, and to create opportunities through bold innovation and collaboration.

We believe in shared journeys, celebrating results, milestones, and even challenges, because true responsibility means growing together.

We imagine a future where business thrives through the synergy of technology, humanity, and sustainability.

The BIP World

BIP is a world of innovators, designers, data engineers, change managers, producers, and marketers, all working together, contaminating each other with ideas, energy, and passion.

We want to leave a mark with what we do and share a journey with every company we work with.

We're 6000 people, 47 nationalities, 12 countries, united by a drive to empower organisations through technology and passion.

Our people, the BIPers, are the heart of our success. They thrive in an environment that encourages self-expression, growth, and balance, inspiring them to engage clients with the values they live by.

5 Other Information

The scope of our G-Cloud Service

The scope of our G-Cloud service is defined in this document and the associated features and benefits. It covers the supply of professional services to support the evaluation, selection and deployment of cloud solutions and services for a range of public sector organisations.

Are we a reseller?

BIP is not a reseller and it is totally independent of all product vendors and solution providers.

Support provided to buyers

When buyers have shortlisted one or more of our services, they may ask clarification questions prior to purchase. This helps them understand, in more detail, if we are the best supplier for them and how they can benefit from our service. We then use our knowledge of the cloud solution marketplace to advise and guide clients through the specification, selection and deployment process.

How users work with this G-Cloud service

Users can use this service to obtain professional advisory support for their GenAI needs. This can be on a short term, long term or ad-hoc basis using either selected specialists or a team approach.

Service onboarding and off-boarding process

When a client buys us using one of our G-cloud services, we typically undertake an initiation process at the start of the service to ensure the client's requirements are fully understood and that they are clear about what we will do, how we will do it and what we will deliver. We will also discuss and agree how any issues will be raised and managed from either side during the service operation.

At the end of the service, we will typically undertake a review with the client to ensure they are happy with what has been delivered and that their expectations have been met. We can also discuss and future support if this is appropriate.

Pricing

We provide services and our day rates are shown in the SFIA rate card for this service.

Service definition and how it will be delivered

The services defined in this document and the associated features and benefits will be delivered by one or more of our consultants with full management support and quality assurance from our public sector portfolio leadership. The service will be delivered from our office, working remotely or at the client's offices, depending on which is most appropriate.

Our security certifications and standards

BIP has the Cyber Essentials Plus Certificate of Assurance which is renewed each year.

Our approach to personnel security

BIP's personnel checking process for new employees includes all components of the employment processes described on Gov.uk, including validating their right to work in the UK.

We cover checking original versions of the necessary documents with the new joiner and making and retaining copies of these documents.

The identity documents and other information gathered are sufficient to enable Government Security checks to be undertaken. BIP maintains an extensive pool of appropriately security cleared consultants.