

G-Cloud 15

Baringa Partners LLP

Green Book Business Case Services

Service Definition Document



Introduction to our Cloud Support Services

An Introduction to Baringa

Baringa Partners LLP is an award-winning management consultancy specialising in government, energy, financial services, utilities, telecoms and media, and consumer products. It partners with organisations when they are developing and delivering key elements of their business strategy, as well as working extensively with government and regulators providing policy and advisory services.

Baringa is recognised both in the UK and internationally for its unique culture for which it has been awarded a number of accolades.



This is why we stand out from the crowd

- ✓ **More 'geek' than generalist:** we are leading experts in our chosen disciplines
- ✓ **Small, senior team deployment:** we all have core industry experience and specialisms
- ✓ **Hands-on experience:** every client benefits from senior engagement
- ✓ **Double digit growth & Great Place To Work for the last decade:** we help our clients achieve the same
- ✓ **Flexible, not dogmatic:** our proven assets accelerate our clients' strategies
- ✓ **Partnership & collaboration:** we understand our clients' businesses inside-out
- ✓ **Bespoke, innovative solutions:** we use these to overcome any inefficiencies

Our Model	1 Partner : 10 Employees 	20+ Business Practices We are experts in our chosen fields and have deep industry knowledge and capabilities	8 Offices Worldwide 2,000+ employees and 130 Partners across the UK (1,550), Europe (250), USA (100), APAC (100)
For Our Consultants	Great Place To Work Voted top 10 'Great Places to Work' for 15 years running. This creates a highly motivated, engaged and passionate consulting team	Employee Engagement Our employee Net Promoter Score is the highest in the consulting industry, and it's in the top 5% of all businesses worldwide!	Talent Magnet As a result, we can attract, develop and retain the most talented consultants
For Our Clients	Reputation Built On Results Our results speak for themselves: over 80% of our work is referral, recommendation or repeat business	Client Engagement Our net promoter score from clients is in the top 5% across industry	Unique Experience Our clients tell us that they enjoy the distinctive experience of partnering with Baringa

An Introduction to Our Cloud Support Services

Our accomplished team helps UK-based and global organisations to implement technology change and run more effective technology-enabled businesses. We partner with organisations across different sectors to deliver value from their cloud programmes, providing strategic guidance and executing across strategy, enterprise data management & governance, data architecture, DevOps, data migration, data visualisation, reporting and Artificial Intelligence (AI) implementation.

We work across all major public cloud platforms including AWS, Azure and GCP to accelerate delivery of value for our clients alongside developing and hosting our own solutions. We're independent of specific cloud vendors and are experienced with designing, building and running cross- and multi-cloud solutions.

Our teams hold both architecture and engineering cloud accreditations across AWS, Azure and GCP, offering Cloud Support Services across a range of capabilities, alongside various accreditations in market leading insight generation tools.

In addition, we provide advisory and implementation services around various market-leading cloud software / platform as a service across data infrastructure, data management and data exploitation.

Green Book Business Case Services

Overview

At Baringa, we partner closely with clients to support a range of Business Case and Investment Management challenges, from developing and drafting compelling Business Cases in-line with Green Book guidance, providing first-line Assurance and Appraisal support, to working in complex Transformations to bring coherence and consistency in support of effective prioritisation and realisation of value. We ensure that cyber security, digital risk management, and data privacy considerations are embedded throughout our business case development, assurance, and investment management activities, particularly where technology, cloud, or data-driven investments are involved. Our approach also leverages AI and automation, with robust cyber safeguards, to enhance analysis, prioritisation, and value realisation.

With more than 40 Better Business Cases (BBC)™ Foundation and Practitioner qualified specialists, and as an Accredited Training Organisation for the delivery of BBC training, we hold deep capability and capacity in this area, and when allied with our Transformation, Technology, Data Analytics, and Economics capabilities, we can provide a comprehensive end-to-end proposition. With experience across Health, Transport, Policing and Security, and Central Government our teams have been at the heart of major investments worth 100's of millions of pounds. Our business case and investment management services now include assessment of cyber security, digital risk, and data privacy impacts, as well as the use of AI-driven analytics to support robust, future-proofed decision making.

HM Treasury Compliant Business Case Offerings

Our experts regularly guide our clients through all stages of Case development, assurance and training. We have a menu of Business Case offers which can be tailored to meet your needs:



"Draft it"

Our tried and tested approach delivers compelling and compliant results across all components of the Business Case lifecycle from SOC to FBC

Our experienced Business Case Managers guide the smooth delivery of cases from inception to sign-off

Content development support includes:

- ▲ **Strategic Outline Case:**
 - Strategic Assessment
 - Optioneering
 - Problem Definition
 - Case for Change
- ▲ **Outline Business Case:**
 - Options Analysis
 - Should-Cost Modelling
 - Economic and Financial Modelling
 - Delivery Planning
- ▲ **Full Business Case:**
 - Economic Appraisal
 - Financial Appraisal

"Assure it"

Our expert team will ensure that every angle of your case has been considered, is well justified and aligns with HM Treasury guidelines

Assurance support includes:

- ▲ **Internal Assurance:** Systematic review of case development activities, consultation methods and stakeholder engagement
- ▲ **Gateway Reviews:** Independent 'health-check' assessment for cases prior to approvals
- ▲ **Standardisation and Templating:** Reusable case assets, models and templates based on HMT best practice
- ▲ **Portfolio Sequencing and Prioritisation:** Support with case pipeline management

"Train it"

Our training courses provide the knowledge and tools your team need to build confidence when regularly working with Business Cases

Baringa is an accredited provider of APMG Better Business Case courses

Training support includes:

- ▲ **Business Case 101:** An interactive introduction to the Green Book and 5 case model
- ▲ **Business Case Surgeries:** Drop-in sessions with our experts to resolve live case queries
- ▲ **Business Case Foundation (APMG Accredited)**
- ▲ **Business Case Practitioner (APMG Accredited)**

Options for delivery

Support across all areas can be tuned to meet short or long-term needs

"Draft it"

Short-term Burst Capacity

Small teams mobilised to provide short-term focussed support to assist in Business Case initiation, or to cover other shortages in capacity and capability. This covers not only BC development, but can assist with recruiting, upskilling, and onboarding of new team members prior to handing off to permanent staff.

Project x Project

At the next level we are able to provide skilled Business Case teams to dedicate support to a particular Project or Programme Business Case, integrating with your teams to deliver specialist advice and support through from beginning to approval.

Long-term Partnering

Working at the Portfolio/Programme level this model focuses on ensuring the 'Control Tower' function helps to drive improvement and best practice across multiple cases, supporting training and assurance, incubating your growing talent and providing a key input into longer-term prioritisation and pipeline management.

"Assure it"

Single-shot Assurance

Mobilising a team of Business Case and Delivery experts together, we can offer a fixed period of review and assurance activity, ensuring Cases are fit for purpose and highlighting areas for development and key risks as appropriate, providing a critical friend review of a number of cases and programmes/projects.

Business Case Reviews

As a more routine offering we can mobilise a small team of subject matter specialists for a recurring, rolling review. Depending on the scope this could be a few days to a week at a time allowing us to provide trouble-shooting and targeted support to multiple cases on a repeating basis.

Long-term Management and Assurance Support

Working at the Portfolio/Programme level, this approach sees our specialists embed as your Business Case partner for your most important and critical areas. Providing long-term guidance, support, and assurance this builds capability and expertise within your organisation, as well as assuring stakeholders of the validity of cases.

"Train it"

Business Case Lunch & Learns

A convenient and easy to deliver series of short virtual or in-person sessions on specific topics of interest, from how to conduct Options appraisal, through to what a good Management Case looks like.

Business Case 101

A 1.5-2hr virtual session on the basics of Green Book Business Cases, generating understanding of key terminology and process and providing passport-level knowledge for those in Programme/Project teams. Ideally suited to those in broader leadership positions or working in associated areas, or as a first step to accreditation.

Better Business Case™ Foundation course

A formally accredited 1 day in-person training session ideal for those working in Business Case teams and SRO/Programme Director roles. Concludes in an exam leading to certification with APMG International.

Green Book Business Case Services

Overview

Baringa partners closely with clients to tackle Business Case and Investment Management challenges, leveraging our expertise in Assurance and Appraisal support, complex Transformations, Technology, Data Analytics, and Economics, to deliver effective prioritisation and value realisation.

Key Service Features

Key service features of our Investment

Management, Business Case Advisory and Assurance Services include:

- Case advisory: requirements evaluation, options development, commercial and process support.
- Complex Business Case development for large-scale intervention programmes.
- Economics and options modelling: benefits, cost-benefit and cost-effectiveness analysis.
- Should-cost modelling: market and reference project analysis for cost models.
- Business Case management and partnering across multiple long-term developments.
- First-line appraisal for single or multi-project Business Cases.
- Assurance teaming delivering long-term Business Case and investment assurance.
- Transformation investment management: prioritisation, value mapping, standards and templates.
- Capability development: training from

lunch-and-learns to formal programmes.

- Cyber security, digital risk and privacy assessment in all activities. AI-driven analytics and automation to enhance Business Case work.
- Assurance teaming - including provision of long-term BC and Investment assurance functions embedded in Transformation or Portfolio Offices

Potential Service Benefits

Potential benefits of our Investment Management, Business Case Advisory and Assurance Services include:

- Generate, integrate, and store content securely at any scale.
- Partner with a trusted, fully vendor-agnostic advisor.
- Deep expertise delivering complex Public-Sector Business Cases.
- “Critical Friend” challenge ensuring robust, well-evidenced options analysis.
- Deep analytics and modelling capability for complex assessments.
- Full-service options linked to Commercial or Transformation support.
- Consistent alignment to organisational strategic aims and objectives.
- Robust cost reference modelling for procurement and investment appraisal.
- More effective programme and project initiation and delivery.
- Improved transformation and portfolio prioritisation and evaluation.
- Reduced cyber and digital-risk exposure in business case work.
- Improved compliance with data privacy across all business case activities.
- Accelerated adoption of secure, AI-enabled business case models.

For more details, please see our Investment Management, Business Case Advisory, and Assurance Services on the Digital Marketplace

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