

# PROCUREMENT SERVICES

SERVICE DEFINITION  
G-CLOUD 15



TALIAN



# SERVICE OVERVIEW

# TALAN

# PROCUREMENTS THAT DELIVER VALUE

We deliver procurement outcomes that provide successful solutions and services, meet legislative requirements, and provide experienced professionals to support your initiative - all to ensure you achieve significant value from your newly procured services. We work across the whole of the public sector landscape and have supported some of the most important and complex procurements in recent times. We tailor our Talan Procurement Methodology to your needs, including, for example, leveraging our Procurement Toolkit to:

- Develop a commercial / procurement strategy at the start of your journey;
- Engage with the market to test the approach;
- Elicit all the Requirements using our Guidance Framework and associated templates;
- Produce compliant tender and competition materials;
- Engineer appropriate evaluation model(s) to support the assessment of tenders;
- Manage and oversee the entirety of the competition to a conclusion;
- Provide specific tools and techniques to support evaluation teams and facilitate all evaluation activities;
- Manage suppliers at all stages of the competition.

We bridge the gap across different stakeholders, particularly technology, commercial, and end users, to provide unambiguous documentation and clearly defined goals.

Our experienced consultants adapt Talan's Procurement Methodology to align with you: large or small, established or immature, complex or distinct. We introduce only the tools and materials necessary to support the procurement outcomes being sought.

**WE KNOW  
EVERY CLIENT  
IS UNIQUE**



**TALAN**



#### Strategy

We will work with you to take a **strategic approach** to your procurement. We will consider and support you to:

- ✓ Develop high-level requirements, principles, a market engagement approach
- ✓ Prepare for and facilitate early market engagement/testing and feedback (if required)
- ✓ Develop a sourcing / procurement strategy and associated briefing materials
- ✓ Establish commercial and contractual arrangements
- ✓ Obtain stakeholder sign-off and fulfil governance processes



#### Invitation Preparation

We will oversee the development and preparation of all Tender materials: internal, external and administrative. Example activities and deliverables include:

- ✓ Facilitate the development of detailed requirements and how each is tested with suppliers
- ✓ Deliver stakeholder workshops to support development of Evaluation Model
- ✓ Support the development of any necessary Financial Model
- ✓ Prepare procurement / competition notices



#### Competition

We can provide full and complete management of the competition, from publication to winner notification. Example activities and deliverables include:

- ✓ Implement the management and resolution of supplier clarification
- ✓ Plan and manage supplier dialogue, negotiation and down-selection activities (if any), including preparing strategies for each
- ✓ Oversight and management of all evaluation activities
- ✓ Produce Evaluation Outcomes Report(s)
- ✓ Prepare Competition Outcomes Notices
- ✓ Transparency and due diligence reporting for stakeholder sign-off
- ✓ Create Contract Finalisation and Handover Plans



#### Contract Finalisation & Hand-Over

We help prepare you for contract signature, the commencement of the services, and their management.

- ✓ Implement Contract Finalisation Plan with successful tenderer(s)
- ✓ Support and facilitate Supplier debriefing activities, where required
- ✓ Execute the contract
- ✓ Implement the Handover Plan

# WORKING WITH YOU

# SERVICE FEATURES

**TALAN**

# SERVICE FEATURES

- Procurement and Commercial strategy service covering entirety of procurement lifecycle
- Competition Design aligned to the most appropriate procedure, framework, market
- Facilitate multi-discipline collaboration to accelerate procurement deliverables
- Supports Business Case development and associated Gateway Reviews
- Procurement Toolkit of templates and tools to accelerate deliverable development
- Market engagement strategy and route-to-market analysis and advice
- Evaluation Model design: quality criteria/weightings, VFM, evaluation materials
- Tender management: training, guidance materials, consensus facilitation, outcome reporting
- Supplier engagement strategies and support, throughout the procurement lifecycle
- Stakeholder alignment to Social Value, sustainable procurement and policy initiatives



# SERVICE BENEFITS

# TAIAN

# SERVICE BENEFITS

- Tailored approach aligned to business needs, challenges, capabilities, and capacity
- Procurement Toolkit accelerates speed to market, and earlier benefit realisation
- Sound investment decisions and appropriate risk transfer
- Improved value for money, market innovation and focussed solutions
- Compliance with latest procurement legislation and procurement policies
- Reduced risk of challenge, failed procurements and reputational damage
- Supports efficient and effective compliance and assurance reporting
- Skills/knowledge transfer, capability development, and empowerment of procurement teams
- Broad range of knowledge and experience across public sector
- Access to a global pool of subject matter domain expertise

A woman with dark hair tied back, wearing glasses and a dark jacket, is looking upwards with a focused expression. She is in a server room, with rows of server racks visible in the background. The racks are illuminated with blue and white lights, creating a bokeh effect. A semi-transparent purple rectangle is overlaid on the left side of the image, containing the text 'WHY TALAN?'.

**WHY  
TALAN?**

**TALAN**

# Who we are

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We **accelerate** the transformative impact of **Data & AI** through integrated business consulting and technology

## Consulting

Shaping business ambition, from strategic vision to transformation agenda

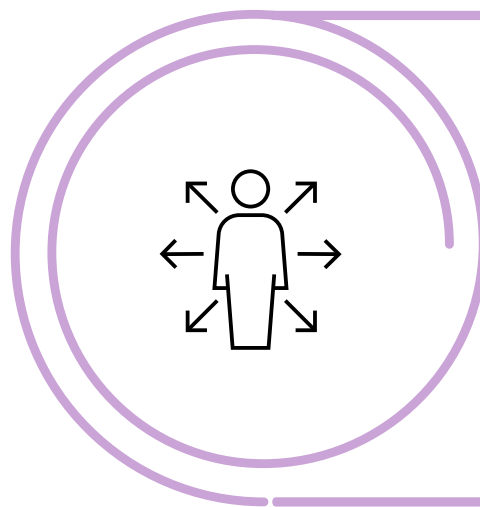
## Data & AI

Enabling business models by turning data into intelligence

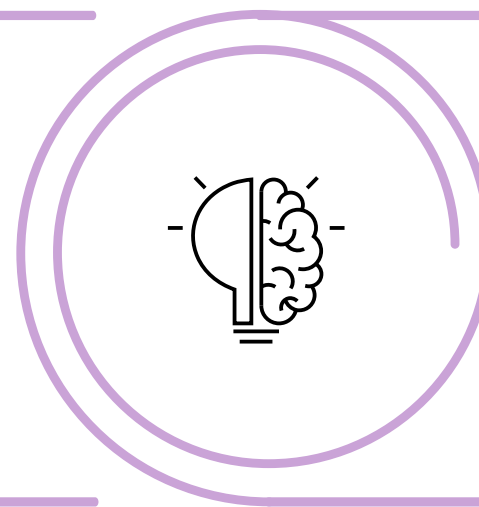
## Technology

Building the foundations to scale solutions & processes

# Why we're different



**Client-centric  
approach  
for business  
impact**



**Innovation  
partner, with  
World-class Data  
& AI assets and  
talents**



**Deep  
expertise in  
selected  
industries**

# Why we're different

We adopt a client-centric approach, always prioritizing measurable business impact

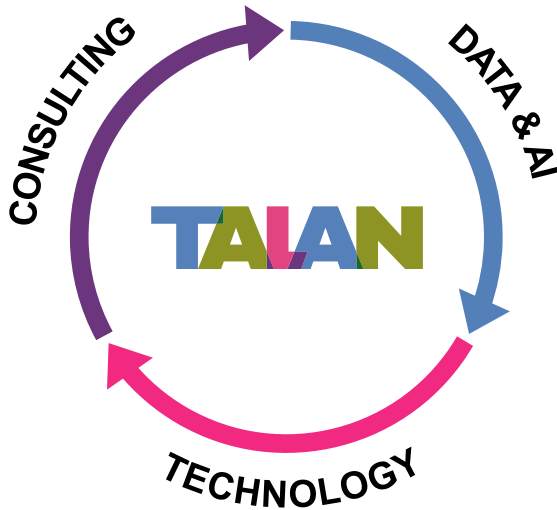
## Our commitments to our clients

### Acceleration you can measure

From strategic consulting to transformation and technology, we commit to deliver impact at scale

### The right experts for every discussion

Your Talan project team combines industry experts, data scientists and technologists from across our global teams



## We lead with innovation

|                                                             |                                                                         |
|-------------------------------------------------------------|-------------------------------------------------------------------------|
| <b>100+ million</b>                                         | <b>1<sup>st</sup></b>                                                   |
| Smart meters installed in 5 countries                       | Crypto-trading platforms deployed in France                             |
| <b>10,000 hours</b>                                         | <b>+18%</b>                                                             |
| # of hours saved through Agentic AI in a large food company | customer retention via AI-powered churn prediction in Insurance company |

## Deep industry expertise built on our client partnerships

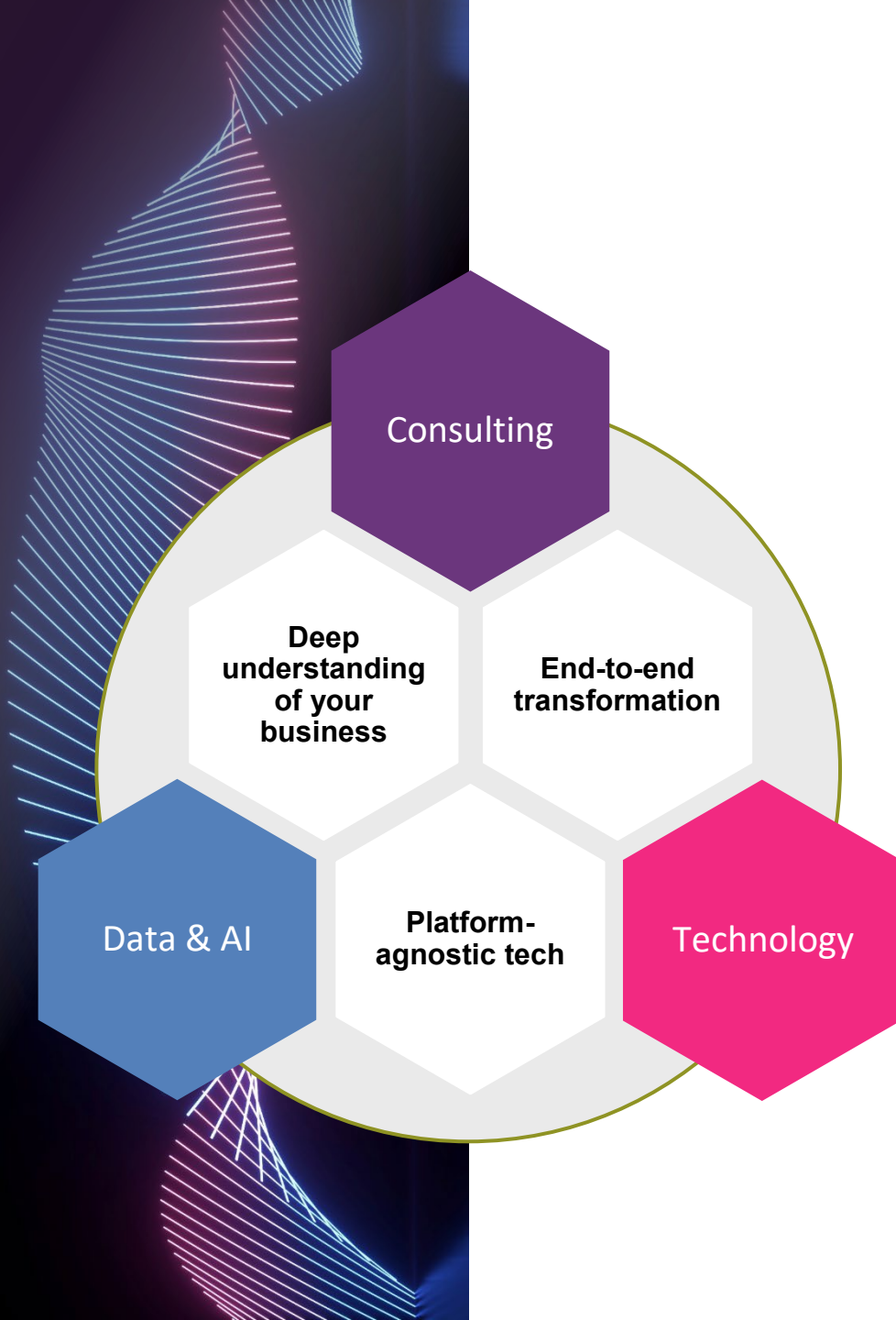
| Financial Services                                              | Transport & Logistics                                                         | Energy & Utilities                                                                                | Public Sector                                                                                                                                    |
|-----------------------------------------------------------------|-------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| <br>NatWest<br><br>BNP PARIBAS<br><br>BARCLAYS<br><br>Santander | <br>SNCF<br><br>RATP<br><br>NetworkRail<br><br>ABP<br>KEEPING BRITAIN TRADING | <br>Northern Ireland Electricity Networks<br><br>SEC<br>Smart Energy Code<br><br>recco<br><br>EDF | <br>National Cyber Security Centre<br>a part of GCHQ<br><br>Department for Energy Security & Net Zero<br><br>Department for Transport<br><br>CRU |

|                                          |              |
|------------------------------------------|--------------|
| <b>+10</b>                               | <b>91%</b>   |
| years relationships with our top clients | satisfaction |



# The Talan way

We combine our end-to-end capabilities to accelerate your transformation



## Consulting

### Strategy consulting

### Data-driven marketing & sales strategy

**Corporate finance** performance  
& capital efficiency

Process performance in critical **operations**

### Complex transformation acceleration

**Transformation governance** (PMO)  
and org alignment

**Low-carbon** strategy & execution

## Data & AI

### AI transformation acceleration for enterprise-scale impact (pilot-to-scale)

- Data & AI strategy, governance, observability and infrastructure
- Agentic AI architecture & orchestration
- Data & AI platforms design & integration

### Data & AI applications

- Analytics & business intelligence, incl. location intelligence
- Data pipeline & open data
- Content, Knowledge, and IP management

## Technology

### AI-powered business solutions

- ERP, CRM and other platform integration

### Cloud

- Cloud re-platforming
- IT/Cloud spend optimization

### Digital application services

- CIO advisory and E2E program support
- Micro-applications factories
- AI-based digital factory
- AI-accelerated legacy code modernization

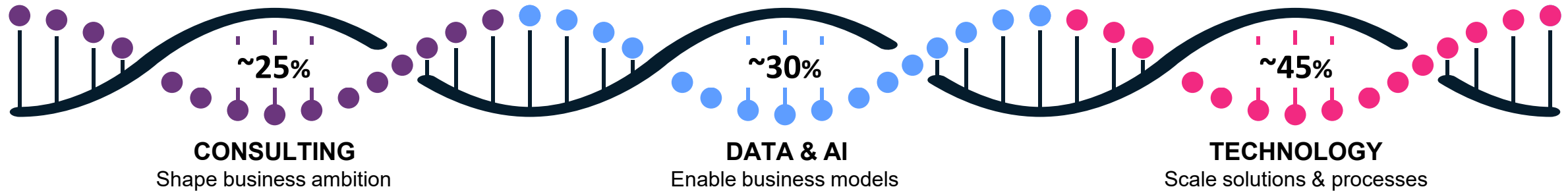
We are tech-agnostic and can leverage any of our AI, Cloud and Technology partners

|                                                     |                                                                                                                                                                                                                                                                  |                  |                                                          |                                                                                 |
|-----------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|----------------------------------------------------------|---------------------------------------------------------------------------------|
| <div>AI &amp; DATA</div> <div></div>                | <div>zeenea</div> <div>databricks</div> <div>snowflake</div> <div>Collibra</div> <div>Palantir</div> <div>DataGalaxy</div> <div>dbt</div> <div>dataiku</div> <div>OpenAI</div> <div>MISTRAL AI</div> <div>deepseek</div> <div>InstaDeep™</div> <div>CURSOR</div> |                  |                                                          |                                                                                 |
| <div>CLOUD &amp; INFRA</div> <div></div>            | <div>Microsoft Azure</div> <div>OVHcloud</div> <div>Google Cloud</div> <div>aws</div> <div>ORACLE Cloud Infrastructure</div>                                                                                                                                     | <div>TAIAN</div> | <div>ERP, CRM &amp; BUSINESS PLATFORMS</div> <div></div> | <div>salesforce</div> <div>SAP</div> <div>ORACLE Cloud ERP</div> <div>IFS</div> |
| <div>PROCESS AUTOMATION &amp; RPA</div> <div></div> | <div>UiPath</div> <div>nintex</div> <div>tervene</div>                                                                                                                                                                                                           |                  | <div>CYBERSECURITY</div> <div></div>                     | <div>yubico</div> <div>Red Hat</div>                                            |
| <div>DEVOPS &amp; COLLABORATION</div> <div></div>   | <div>GitHub</div> <div>GitLab</div> <div>ATLASSIAN</div> <div>Powell 365</div>                                                                                                                                                                                   |                  |                                                          |                                                                                 |

# We combine Consulting, Data & AI, and Technology expertise for end-to-end delivery

*We accelerate the transformative impact of Data & AI through integrated business consulting and technology*

## End-to-end capabilities



## Unique differentiators

### Pragmatic approach for business impact

- All Top 20 customers with Talan for 3+ years and served across all Business Lines
- 91% of clients satisfied with performance of delivered solutions
- Project teams combining global experts across service lines ; senior management directly involved and accountable for project success

### World-class AI & Data assets and talents

- 2,500+ data / IA experts developing client projects and Talan IP
- R&I lab dedicated to fundamental and applied research
- 40 peer-reviewed research papers published
- 10+ productized IP-backed assets

### Deep industry expertise and specialist focus

- 60% of revenue in 4 priority industries: Financial Services, Energy & Utilities, Transport & Logistics, and Retail & Luxury
- 20+ years average experience of our 3,000 industry and functional experts
- 100% of our IP-backed assets dedicated to a single industry or function



# Thank You

**TALAN**

FOR MORE INFORMATION  
PLEASE CONTACT

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