



FuturePaths

G-Cloud 15 Service Definition

Service Line 7

Digital, SIAM and AI
Procurement and Sourcing
Support

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Service Definition Document:

Any questions regarding this document should be directed to:

Supplier	FuturePaths
Framework	G-Cloud 15
Lot	Lot 3 – Cloud Support
Service Type	Professional Advisory Services
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1. Introduction

FuturePaths provides Digital, SIAM and AI Procurement and Sourcing Support to help organisations procure complex technology services with confidence. This service supports public sector and regulated organisations undertaking high-value or high-risk sourcing activity across digital platforms, SIAM operating models, managed services and emerging AI solutions.

The service is designed to reduce procurement risk, improve value for money, and ensure sourcing decisions align with long-term operating models, governance, and transformation objectives.

2. Service Overview

The Digital, SIAM and AI Procurement and Sourcing Support service provides independent advisory support across the full sourcing lifecycle. FuturePaths works alongside commercial, procurement, IT and service management teams to shape requirements, engage the market, and support compliant supplier selection.

The service focuses on clarity, assurance and outcome-based sourcing rather than transactional procurement execution. It provides experienced oversight where sourcing decisions have long-term operational, financial and service management impact.

3. What the Service Does

FuturePaths provides structured procurement and sourcing support by defining and controlling:

- Digital, SIAM and AI sourcing strategies
- Outcome-based service requirements and specifications
- Market engagement and supplier shortlisting approaches
- Procurement activity across G-Cloud, CCS and compliant routes
- Bid evaluation models, scoring and moderation
- Supplier selection, contract award and mobilisation planning

The service ensures sourcing decisions are transparent, defensible and aligned to operational and service integration needs.

4. Benefits

This service enables organisations to:

- Reduce commercial, delivery and supplier risk
- Improve value for money and sourcing outcomes
- Procure services aligned to target operating models and SIAM principles
- Increase confidence in supplier selection decisions
- Improve governance, auditability and transparency
- Accelerate mobilisation and improve supplier performance from day one

5. How the Service is Delivered

FuturePaths delivers this service through senior-led, vendor-independent advisory engagement. We work closely with procurement, commercial, IT and service management teams to ensure sourcing activity is structured, compliant and outcome-focused.

The service typically follows a controlled sourcing framework:

- Sourcing strategy and requirements definition
- Market engagement and procurement route selection
- Bid evaluation and supplier assessment
- Contract award support and mobilisation planning

Delivery is led by a Principal Consultant with associate support where required, ensuring experienced commercial and service management leadership throughout.

6. Service Scope

In Scope

- Sourcing strategy definition
- Requirements and service specification development
- Market engagement and supplier shortlisting
- Procurement advisory support
- Bid evaluation and moderation
- Contract award and mobilisation support

Out of Scope

- Legal contracting and signature authority
- Procurement system administration
- Direct supplier negotiations unless agreed
- Ongoing supplier management or managed services
- Technical solution build or implementation

7. Service Levels

Service levels, milestones and reporting arrangements are agreed at the start of each engagement and typically include:

- Agreed transition plan and timetable
- Defined readiness and acceptance criteria
- Regular progress updates and checkpoints
- Formal go-live decision points
- Senior consultant oversight throughout delivery

8. Security and Compliance

FuturePaths delivers this service in line with UK government security, confidentiality and data protection requirements. Secure working practices are applied throughout delivery, making the service suitable for regulated, sensitive and safety-critical environments.

9. Pricing

Services are delivered by Executive Consultants, Principal Consultants, Senior Consultants or Consultants in line with the FuturePaths SFIA-aligned rate card.

Typical engagements range from 10 to 120 days, depending on scope, complexity and organisational context. Travel and subsistence are charged at department rates where applicable.

10. Onboarding and Offboarding

Onboarding

- Initial scoping discussion to confirm sourcing objectives
- Agreement of procurement approach, milestones and governance
- Identification of stakeholders, dependencies and constraints
- Confirmation of reporting and decision-making structure

Offboarding

- Delivery of sourcing and evaluation artefacts
- Walk-through of recommendations and outcomes
- Handover to procurement and contract management teams
- Formal engagement close-out

11. Service Constraints

- Delivery is advisory and vendor independent
- Procurement execution remains the responsibility of the client
- Legal contracting is not included
- Access to relevant commercial, technical and service information is required
- Outcomes depend on organisational engagement and data quality
- The service does not include ongoing supplier management

12. Further Information

Further details, clarification and engagement planning are available through the Digital Marketplace.



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