

The background image shows a curved, metallic building facade, likely the Lloyd's building in London. The surface is highly reflective, mirroring the surrounding urban environment, including other buildings and a street lamp. A large, detailed mural of a woman's eye is visible on the right side of the facade. The overall scene is captured in a cool, blue-toned aesthetic.

G-Cloud 15 Service Definition

# Alpha Phase Project Management

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# WE BELIEVE CONSULTANCY SHOULD BE DONE DIFFERENTLY

WE ARE A DELIVERY PARTNER, WITH AN EXPERIENCED TEAM WHO INTEGRATE WITH YOUR TEAMS, WORKING TO DELIVER, UPSKILL AND SUPPORT.

OUR COMMITMENTS TO YOU

|                                                                                                                                                                                                              | "TRADITIONAL"<br>CONSULTANCY | <br>CROSS8 | OUR VALUES                                   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|-----------------------------------------------------------------------------------------------|----------------------------------------------|
|  <p>All our consultants have 15+ years experience with each combining consultancy and business / operational experience</p> | ✗                            | ✓                                                                                             | ✓ Integrity                                  |
|  <p>Team driven by delivering lasting change, not slideware</p>                                                             | ✗                            | ✓                                                                                             | ✓ Transparency                               |
|  <p>Commercials aligned to your outcomes, not time spent</p>                                                              | ✗                            | ✓                                                                                             | ✓ Expertise                                  |
|                                                                                                                                                                                                              |                              |                                                                                               | ✓ Delivery                                   |
|                                                                                                                                                                                                              |                              |                                                                                               | ✓ Take the work seriously - but not yourself |

...which is why we have built Cross 8 using practical, real-world experience and a set of commitments to you...

## OUR PROMISE

### OUTCOMES NOT HOURS



Our dedication to delivering results is reflected in each contract. We link payment to outcomes and commit to bringing the resources to get the job done.

### PRACTITIONERS NOT THEORISTS



Every single member of the Cross 8 team has more than 15 years experience of delivering in the real world. Our senior leaders are hands on making sure you get the outcomes you need.

### SMALL HIGHLY SKILLED TEAMS



We believe a small number of experts can make a huge difference. Our approach is founded on partnership with your team and building a capability in your organisation so engaging us again is a choice not a necessity.

### MAKING THE JOURNEY FUN



Real change happens when the people involved want it to happen. We believe making the journey as fun as possible can make a huge difference to the outcome.

WHAT'S IMPORTANT TO US...

## YOUNGMINDS

Annual Charity Partnerships.



Creating a great workplace that attracts the best talent



Committed to Net Zero.



## WE'RE TRUSTED...

TRUSTED PARTNERSHIPS WITH THE UK'S MOST WELL-KNOWN BRANDS.

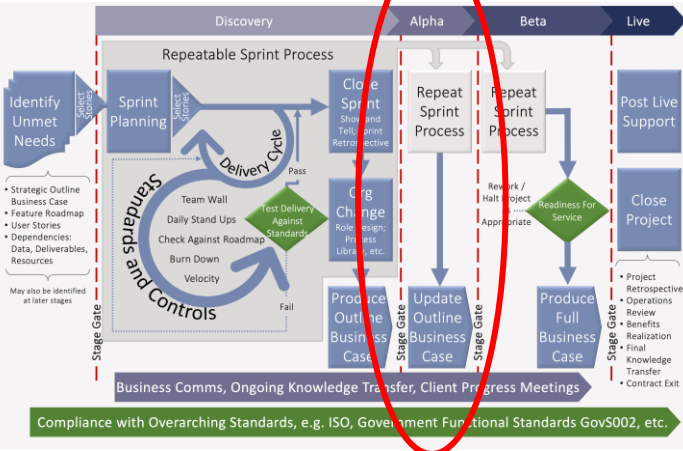


# GDS Alpha Phase Project Management

Our GDS Alpha Project Management service provides end-to-end management of early-stage projects.

It helps you ready you for Beta by proving the most important concepts and assumptions underpinning your service.

We use a small number of highly effective people to help you drive delivery, while simultaneously **building your internal capability**



## Features

- Manages phased build and introduction of new services
- Ensures the new service is successful by measuring alpha metrics
- Share progress through standups, sprint planning, show and tell, retrospectives
- E2E management of complex agile IT/ Commercial/ Organisational projects
- Project Leadership / Management of multi-stakeholder and multi-supplier agile projects
- Focused on strategy and objectives to test/ validate business case
- Manages all aspects: mobilisation, planning, budget, resource, scope and risk
- Method-agnostic: compatible with, e.g. Scrum, Kanban, SAFe, Lean Six Sigma
- Delivered by experts with theoretical knowledge *and* hands on experience
- Clear stakeholder management provides visibility of right level of MI/reporting

## Benefits

- Increase certainty of delivering project outcomes and realising benefits
- Build a better understanding of your user stories and backlog
- Get a clear, accurate forecast and understand cross-project interdependencies
- Unblock issues through early sight of upcoming risks / blockers
- Fast onboarding with little learning curve due to broad expertise
- Deliver effectively regardless of methodology: pure agile or hybrid
- Control / reduce costs through strong project and vendor management
- Compatible with GovS002, Service Manual, and GDS Digital Service Standard
- Gain clarity through no-surprises approach to comms and stakeholder management

## WHO WE ARE

We are experts in Transformation and Commercial Optimisation. Over the last 10 years Cross 8 has consistently delivered on our promises to clients and grown our presence in Utilities, National Infrastructure and Financial Services sectors.

Our strategy for success is simple: we build talented teams with real world experience. Every member of the Cross 8 delivery team has a minimum of 15 years of experience.

Our world class individuals are supported by a set of proprietary tools that distil the experience of our team into a set of assessments, frameworks and documents meaning you don't just benefit from the team deployed, you benefit from the collective knowledge of our organisation.

Our capabilities are organised into five practices from which we build bespoke teams, to provide the perfect mix of expertise to solve a client's challenge head-on.



## TOOLING

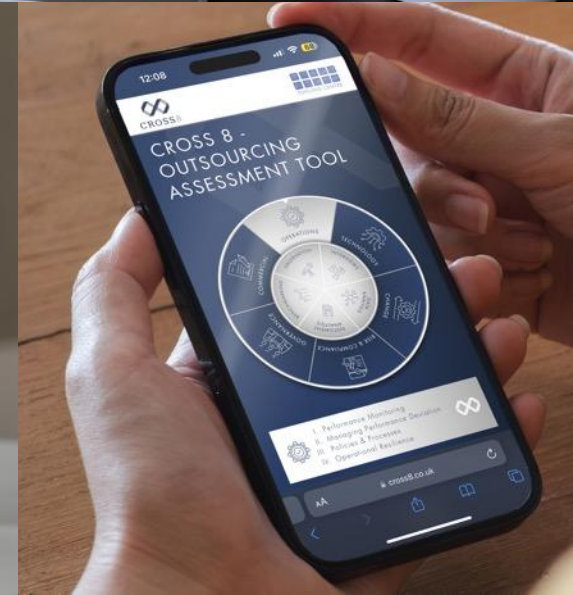
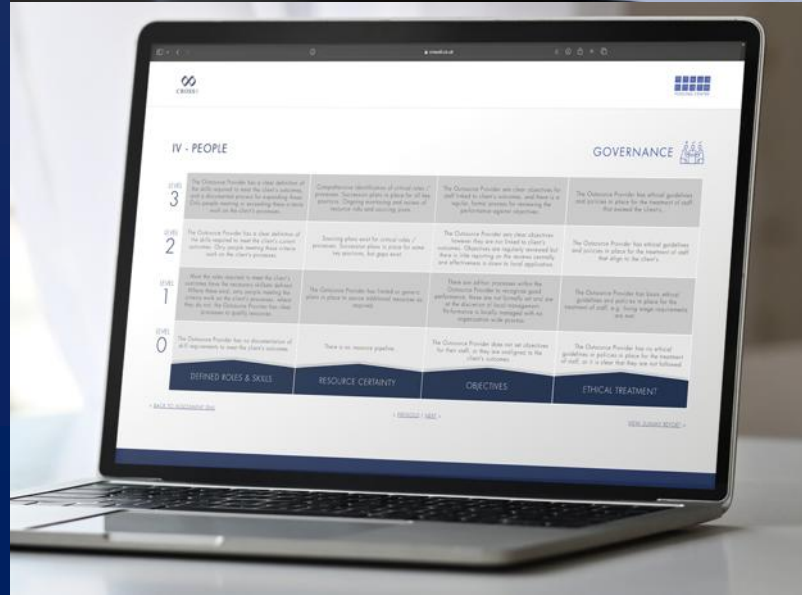
Cross 8 has developed a set of tools and accelerators that allow us to understand your most complex challenges quickly.

Covering our key practise areas and addressing the full lifecycle from initial assessment to project execution the tooling is designed to be customised to meet the needs of your specific challenges.

## CONTROLS

We adhere to rigorous controls, both internal and external to ensure the best outcomes for our clients.

- CYBER ESSENTIALS PLUS
- ISO 9001:2015
- ISO 45001:2018
- ISO 14001:2015
- DBS & BPSS CHECKED





## WHAT OUR CLIENTS SAY

"SERVICE HAS BEEN EXCELLENT"

"QUALITY AND TIMELY WORK"

"GREAT PEOPLE AND SKILLSET"

"ALWAYS HAD POSITIVE EXPERIENCES  
WORKING WITH CROSS 8"

"HAD FULL TRUST, BOTH TECHNICALLY  
AND WITH THEIR PROFESSIONALISM"



## WHAT OUR TEAM SAY

"THE CULTURE, VALUES AND PEOPLE ARE  
WHAT MAKE CROSS 8 GREAT."

"WE WORK HARD BUT HAVE A  
LAUGH ALONG THE WAY"

"A TEAM OF GENUINE EXPERTS WHO HAVEN'T  
LET THEIR EXPERTISE GO TO THEIR HEADS!"

"I'M PROUD TO BE PART OF THE COMPANY"





# CROSS8

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