

BUSINESS CASE & PROCUREMENT ADVISORY SERVICES

Independent advisory support for
confident investment and procurement
decisions

Delivering Meaningful Impact
Across NHS Healthcare



Business Case & Procurement Advisory Services



Introduction

Public-sector organisations undertaking digital, clinical and operational change are required to make complex investment and procurement decisions within demanding regulatory, financial and governance environments. These decisions often need to balance pace, affordability, assurance and long-term value.

St Vincent's Business Case, Procurement Advisory, Bid Support & Vendor Management Services support NHS and wider public-sector organisations to navigate this complexity with confidence. The service helps buyers develop robust business cases, run transparent and auditable procurement processes, and strengthen supplier governance, enabling informed decision-making and compliant Call-Off Contract awards under the G-Cloud framework.

Why St. Vincent's Consulting

St. Vincent's Consulting supports NHS and wider public-sector organisations at critical points of digital, clinical and organisational change, where decisions are complex, scrutiny is high, and the margin for error is small. Our work sits at the intersection of strategy, governance and delivery reality, helping organisations make decisions that are both ambitious and implementable.

We provide independent, buyer-side support, acting in the organisation's interests rather than representing technology suppliers. Our approach combines practical delivery experience with a strong understanding of clinical safety, information governance and public-sector assurance, enabling organisations to progress change with clarity, confidence and appropriate oversight.



Service Overview



The service provides modular advisory and support services spanning business case development, procurement strategy and execution support, bid production and evaluation, and vendor management assurance.

Services may be procured individually or combined to meet organisational needs across the investment and procurement lifecycle.



Support is provided independently of solution delivery or implementation activities and is aligned with organisational governance arrangements, public-sector procurement regulations and recognised best practice.

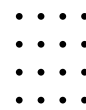
When buyers typically use this service

Buyers typically engage this service when they are exploring or implementing digital change that requires additional assurance, specialist expertise or delivery support. This includes situations where decisions are high-risk, scrutiny is high, or internal capacity is stretched.

Engagements typically support:

- Clearer and more defensible decision-making
- Reduced delivery, governance or assurance risk
- Improved readiness for implementation or transition
- Stronger internal ownership and capability





Service Features & Capabilities



Business Case Development

Robust business cases are essential to secure approval and funding for change initiatives. This service area supports organisations in defining strategic intent, assessing options, and developing assured business cases aligned with UK Government standards.



Key features include:

- Development of Strategic Outline Cases (SOC), Outline Business Cases (OBC) and Full Business Cases (FBC)
- Creation of strategic, economic, financial, commercial and management cases
- Analysis of costs, benefits, risks and affordability
- Options appraisal and assessment of value for money
- Support for review, approval and assurance processes
- Alignment with organisational and regulatory requirements

Procurement Strategy and Planning Support

Effective procurement requires a clear strategy, planning and alignment with organisational objectives. This service area supports preparation for digital and technology procurement activities.

Service features include:

- Advisory input to procurement approaches and strategies
- Alignment of procurement activity with digital, clinical and service objectives
- Support for procurement planning, timelines and governance
- Contribution to market engagement preparation, where appropriate

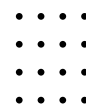
Solution Specifications & Requirements Definitions

Clear and auditable requirements are critical to successful procurement outcomes. This service area supports the development of precise specifications aligned with organisational needs.

Service features include:

- Development of service and solution specifications
- Definition of functional and non-functional requirements
- Alignment with clinical, operational and digital requirements
- Coordination with governance, assurance and approval processes





Bid Production & Response Analysis



Well-structured bid documentation and robust evaluation processes are essential during live procurements. This service area supports organisations throughout bid production and assessment activities.

Service features include:

- Support for bid documentation structure and content
- Coordination of stakeholder contributions
- Analysis of supplier responses and clarification support
- Assistance with compliance, consistency and quality checks

Evaluation & Selection Support

Structured and transparent evaluation processes support defensible procurement decisions. This service area provides advisory support during supplier evaluation and selection.



Service features include:

- Development of evaluation criteria and scoring frameworks
- Support for evaluation planning and moderation
- Advisory input during clarification and negotiation stages
- Documentation of evaluation outcomes and decisions

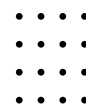
Procurement Governance & Assurance Support

Strong governance and assurance arrangements underpin compliant procurement activity. This service area supports oversight and auditability throughout the procurement lifecycle.

Service features include:

- Advisory input to procurement governance forums
- Support for audit trails and decision documentation
- Alignment with organisational and regulatory requirements
- Support for contract award preparation and transition planning





Vendor Management Advisory



Ongoing assurance of supplier performance supports the realisation of business case benefits. This service area provides advisory support to strengthen vendor governance and oversight.

Service features include:

- Review and assurance of supplier performance against contractual standards
- Advisory input to service level agreement (SLA) monitoring
- Contract and supplier assurance reviews
- Support for issue escalation and governance reporting

User Information, Guidance and Support

Buyers are provided with appropriate guidance, documentation and advisory support throughout engagements. This may include briefing materials, assurance artefacts, evaluation documentation and handover materials to support internal ownership and audit requirements.



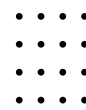
Onboarding and Offboarding

Onboarding activities confirm scope, objectives, governance arrangements and information requirements. Offboarding includes structured handover of documentation, outputs and recommendations, supporting continuity and internal capability following engagement completion.

Availability and Delivery Model

Services are delivered in collaboration with client stakeholders and operate within the client's governance and approval frameworks. Engagements may be delivered remotely, on-site or through blended delivery models, depending on organisational requirements.





Pricing and Commercial Information



Pricing is provided on a time-and-materials or fixed-price basis, depending on the nature and duration of the engagement. Pricing details are published on the Digital Marketplace.

The service does not include solution resale, implementation, delivery or managed services.

Certifications and Standards

Where applicable, service delivery takes account of recognised public-sector standards, guidance, and best practice for business case development, procurement, governance, and assurance.

Procurement Information

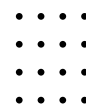
Business Case, Procurement Advisory, Bid Support & Vendor Management Services are available to NHS and wider public-sector organisations through the G-Cloud 15 framework, under Lot 3 (Cloud Support).

Buyers may award Call-Off Contracts in accordance with the G-Cloud framework rules using the Digital Marketplace.

Additional Information

Client references and further information are available upon request. Case study summaries, where provided, are for contextual information only and do not constitute endorsements or contractual commitments.





Princess Alexandra Hospital NHS Trust Digital Outline Business Case (New Hospital Programme)

Context

Princess Alexandra Hospital NHS Trust was developing its Outline Business Case (OBC) as part of the New Hospital Programme (NHP), requiring a clear articulation of the digital strategy, costs, benefits and delivery approach aligned with national expectations.

Services Provided

- Advisory support for the digital components of the NHP Outline Business Case
- Development of a Digital Baseline aligned to NHSX Blueprint guidance
- Options appraisal for EPR and digital hospital capabilities
- Benefits modelling and cost assumptions to inform the Economic and Financial Cases
- Input to Trust Board and executive-level decision-making sessions

Outcomes

- Enabled the Trust to present a coherent, credible digital case within its NHP OBC
- Provided assurance that digital assumptions, costs and benefits were robust and auditable
- Supported national and local stakeholder engagement during OBC review and approval

University Hospitals of Leicester NHS Trust New Hospital Programme Digital Business Case Support

Context

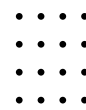
University Hospitals of Leicester NHS Trust required specialist advisory support to define and articulate the digital strategy and investment case within its New Hospital Programme submission.

Services Provided

- Advisory support for development of the digital elements of the Outline Business Case
- Definition of a Digital Baseline aligned to NHSX Blueprint and national guidance
- Strategic input to digital scope, sequencing and affordability
- Support for governance, assurance and executive decision-making

Outcomes

- Strengthened the digital credibility of the Trust's NHP business case submission
- Ensured alignment between digital strategy, clinical ambition and capital planning
- Supported informed executive and Board-level decisions on digital investment priorities



Integrated Care System Interoperability Full Business Case

Context

An Integrated Care System (ICS) sought to develop a Full Business Case to support system-wide interoperability and shared care records across acute, community, mental health, primary care and social care organisations.

Services Provided

- Definition of a system-wide solution strategy and target interoperability model
- Development of a Full Business Case, including options appraisal
- Cost, benefit and risk modelling across multiple partner organisations
- Stakeholder engagement and communications planning to support approval

Outcomes

- Produced a robust, system-wide Full Business Case for shared care records
- Identified potential savings of over £65m over seven years through service efficiencies
- Enabled informed decision-making across multiple organisations and governance bodies

NHS Acute Trust Strategic Outline Case for PAS Replacement

Context

An NHS acute Trust required a Strategic Outline Case (SOC) to support the replacement of a legacy Patient Administration System (PAS) and underpin a digitally-led outpatient transformation.

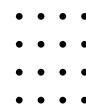
Services Provided

- Development of a Strategic Outline Case for PAS replacement
- Definition of digital transformation objectives and scope
- Alignment of digital investment with operational and clinical priorities
- Advisory support to inform procurement and implementation planning

Outcomes

- Enabled approval of a digitally led transformation approach
- Established a clear investment rationale for PAS and outpatient modernisation
- Informed subsequent Trust-wide digital implementation planning





NHS Foundation Trust Digital Hospital Business Case Advisory

Context

An NHS Foundation Trust required early-stage advisory support to shape its digital hospital ambitions and inform future business-case development.

Services Provided

- Advisory input to digital hospital vision and scope
- Facilitation of executive and senior clinical workshops
- Support for scoping, options development and benefits identification

Outcomes

- Clarified digital ambitions and priorities ahead of formal business case development
- Strengthened executive understanding of digital hospital investment considerations
- Established a clear foundation for future Outline and Full Business Case Activity

University Hospitals of Leicester NHS Trust Baseline Assessment Informing Investment Planning

Context

University Hospitals of Leicester NHS Trust required a clear understanding of its digital maturity to inform investment decisions and long-term digital planning.

Services Provided

- HIMSS EMRAM baseline assessment
- Digital maturity analysis and gap identification
- Development of a prioritised roadmap to inform investment decisions

Outcomes

- Provided an evidence-based foundation for digital investment planning
- Supported more informed discussions with suppliers and stakeholders
- Enabled clearer articulation of benefits and priorities within business cases

