



G Cloud 15 Service Offering

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About Us

Background

Evolve Commercial Ltd ('Evolve') is a specialist provider of expert commercial and procurement services to UK Public Sector Organisations. Specialising in digital and transformational IT programmes, we support our clients throughout the commercial lifecycle, in particular those in the defence, security and policing environments. Our mission to provide procurement knowhow and commercial savvy to unlock exceptional outcomes for our clients is underpinned by our three company values:

- Keep it simple
- Always deliver
- Be a team

These values are delivered through our core principles which include our strong belief that technology will shape the future of business. We recognise that to remain successful, we must continually innovate our services and develop our team to remain at the forefront of our sector.

Evolve is a part of the FourCentric Group, an organisation that specialises in offering procurement, supply chain and operation services under a 'House of Brands' model.

We provide a full range of cloud procurement and commercial consultancy services, including:

- Evolve Commercial & Procurement as a Service
- Evolve Digital Procurement Transformation
- Evolve Technology Procurement Training
- Evolve Technology Acquisition Support
- Evolve Procurement Project Management Services
- Evolve Category Management
- Evolve Procurement Automation & Workflow Optimisation
- Evolve Operating Model Design & Transformation
- Evolve Sustainability & Net Zero Procurement Advisory
- Evolve Tail Spend Management
- Evolve Digital Cost Reduction

Our Approach

We have built a framework using recognised Industry best practice based on the established methodologies of WorldCC and CIPS to ensure that the appropriate and value-added activities for each stage of the procurement lifecycle are conducted.

We are an agile organisation and can be rapidly onboarded to deliver specific work packages for interim or short-term activities, or as an ongoing service for longer term deliverables when you need to substitute or bolster your in-house commercial capability. With our accredited, secure infrastructure, our SC, DV, NPPV3 and CTC cleared consultants can deploy quickly to

work on sensitive programmes without the need to wait for security clearance sponsorship or the additional secure IT.

Our simple but effective framework covers all aspects of the end-to-end procurement commissioning process, including pre-market engagement and options analysis, as well as the following aspects of contract and commercial management:

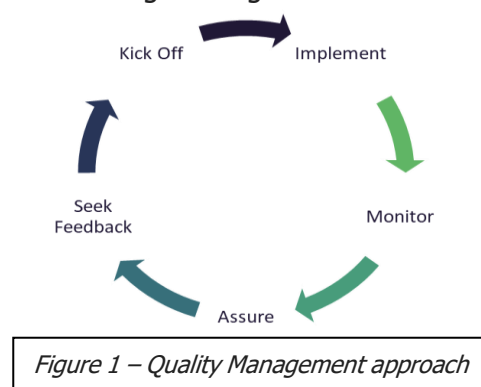
- Performance management
- Financial management
- Relationship management
- Risk management
- Benefits tracking
- Contract start-up & contract close-out
- Cross organisational supplier management coordination

We have developed robust, proprietary end-to-end procedures which are embedded into our approach and working practices. Evolve's approach is aligned to ISO44001 (the international standard for collaborative working) which enables our consultants to work closely with client teams and provide delivery-focussed yet insightful and practical commercial advice.

Delivering Quality to our Clients

Evolve's defined Quality Management Process (reference EvoComm_QMP_Iss1:2023) exists to ensure we always deliver to the required quality and in the timescales required by our clients. For each project that Evolve undertakes, we deliver quality outcomes through a comprehensive management process that covers all aspects, including tools, training, monitoring delivery and seeking and acting upon client feedback. Furthermore, quality assurance is performed for key deliverables through a combination of peer-to-peer review and director-led assurance. Within our validation process we include best practice project management methodologies to measure our own performance, the same as we manage client projects or supplier contracts; reporting dashboards with KPIs against agreed outcomes and risk management; burndown plans to ensure on time project deliverables and regular lessons learned with the client to ensure that outcomes from these sessions are onboarded into the next phases of projects.

Our bespoke Service Governance approach will ensure delivery of projects and deliverables to meet client requirements, which centres around collaborative and regular communication between stakeholders. This will describe our process for project kick-off, reporting and governance, iterative and collaborative document development (including early visibility of draft documents) to get early client buy-in and sign-off requirements. We ensure client satisfaction through project closure/deliverable sign-off reviews to solicit honest client feedback and ensure we proactively drive an ethos of continuous improvement in our approach to delivery.



Our approach to quality management is underpinned by a suite of processes that have been fully audited and certified to an ISO9001 standard for the "Provision of business consultancy services across public and private sectors for complex transactions, contract management and programmes of work to increase the efficiency and efficacy of the supply chain within the UK"



Figure 2 – ISO 9001 Certification

With technology changing the world at pace, and increasing demand for digitisation of procurement, organisations are under pressure to drive improved outcomes and efficiencies from their Commercial & Procurement function. The adoption, use and acceptance of the technology can be a complicated journey. The route to digital transformation is rarely straightforward.

That is why we have put together a team of experts to develop an approach that will help you plan, source and implement cloud technology solutions to strengthen your supply chain.

Public Sector Compliance

We have in-depth, end-to-end procurement and commercial experience in delivering a wide range of fast paced complex public sector IT procurements under PA23, PCR 2015 and DSPCR 2011 regulations. We focus on delivery against clients' requirements by providing pragmatic and impactful commercial advice to help solve commercial challenges. Our clients trust us with their biggest challenges and know that we are always here to help. Our focus on delivery and ensuring client success has allowed us to grow rapidly since our formation in May 2020.

We have specifically recruited staff with a depth of knowledge in IT, cyber procurement and commercial management across a wide range of organisations within public and private sectors. We know that each sector has its own strengths and weaknesses, which is why we look to bring the best elements together.

Overall, our team deliver a pragmatic, efficient and value for money service. Our team is focussed around making things happen, whilst also considering and balancing client governance and legislation with commercial risk and opportunity.

Secure

We have built our capability to operate in the secure sector. With in-house IT certification to hold information up to an Official Sensitive level, Cyber Essentials Plus (CES+) accreditation and staff mostly vetted to SC, DV and NPPV3 levels.



Figure 3 – CES+ Certification

Digital Native, Social Value and Sustainability

Whilst we always welcome the opportunity to collaborate with clients in-person, Evolve fully embraces the opportunities afforded by adopting a digitally native approach to remote

working. This enables us to maximise the benefits of scale, flexibility, and resilience that cloud and digital applications bring for our team and for our clients. This also supports in achieving:

- Our strong sustainability targets and ethical framework
- Rapid and diverse team and skills growth which is not limited by geographic location
- Value for money, competitive day rates and flexibility for our clients

Service Descriptions

Evolve Commercial & Procurement as a Service Description

Evolve offers consultancy expertise in cloud, digital and cyber procurement commissioning and support including commercial, advisory and contract management services across the Public Sector. We provide end-to-end procurement support services using a hands-on and pragmatic approach, combining flexibility, commercial acumen, and value for money.

Features

- Responsive procurement and commercial support based on flexible pricing models.
- Qualified Chartered Institute of Procurement & Supply (MCIPS) accredited specialists.
- Experienced specialists delivering results in digital projects, spanning various categories.
- Expertise across all CCS and wider public sector frameworks.
- Comprehensive procurement, commissioning, strategic commercial delivery, and advisory services.
- Experienced stakeholder engagement and leadership skills.
- Expertise in agile and waterfall project management for digital transformations.
- Adherence to UK public procurement regulations, including PA23, PCR and UCR.
- End-to-end procurement cycle delivery, covering negotiation, analysis, and financial modelling.
- Social value and sustainability experts able to support responsible procurement.

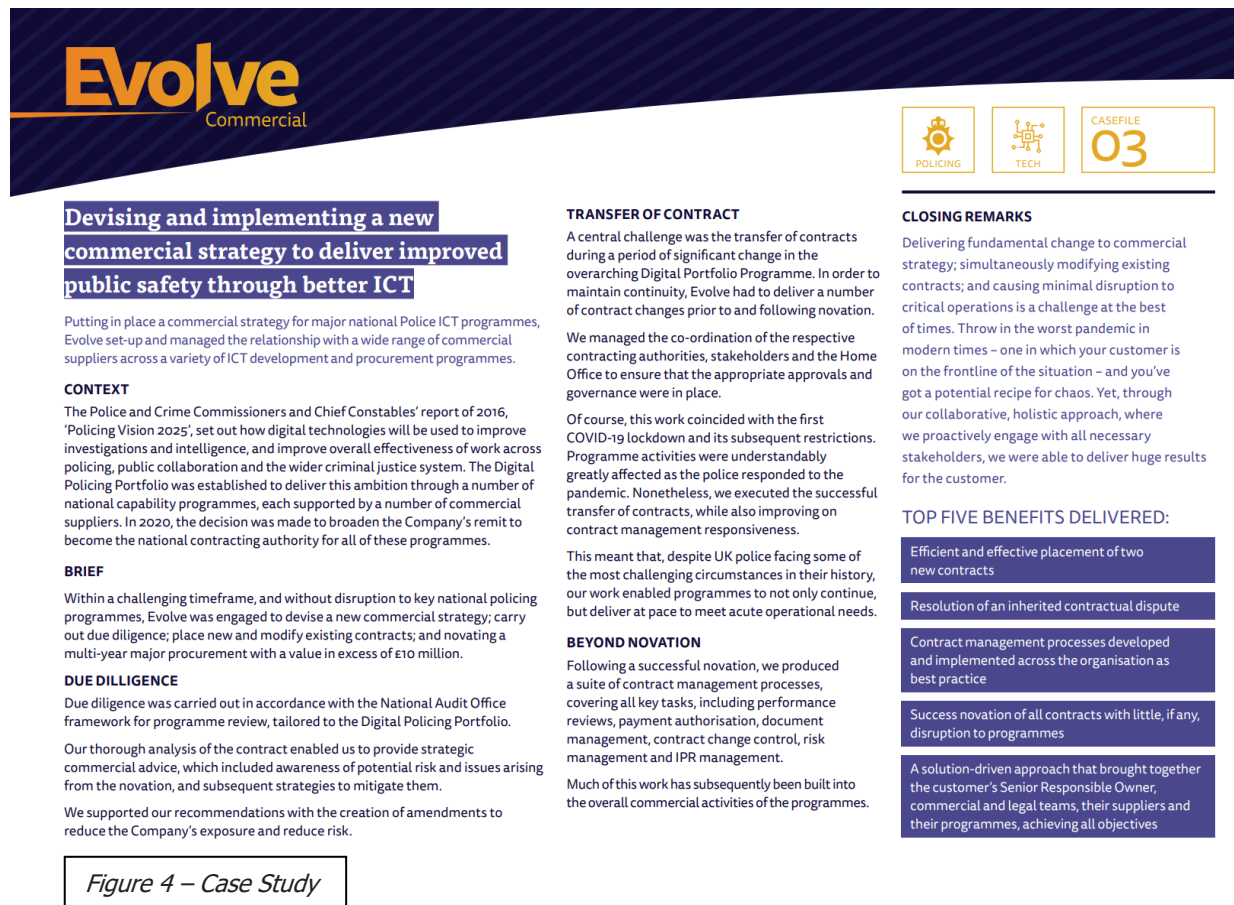
Benefits

- Scalable and Flexible team offering wider expertise than agency or interims.
- On-call access to IT Procurement expertise and advice.
- Considerable savings compared to hiring FTEs.
- Accelerate delivery of IT procurement and commercial projects and programmes.
- Access to a wider procurement and commercial knowledge base.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in Public Procurement legislation, including the Procurement Act 2023.
- Efficiently manage procurements end-to-end with our quality templates and reports.
- Effective Supplier Relationship Management (SRM).
- Knowledge of systems such as SAP, Oracle, and JAGGAER.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Case Study



Evolve Digital Procurement Transformation

Description

Evolve offers a digital procurement transformation service to implement a digitally transformed procurement function that improves efficiency and value for money; up-skill procurement teams and improve supply chain resilience. Our solution uses a result-oriented approach that integrates cloud procurement solutions with functional skills enhancement to meet Public Sector organisational objectives.

Features

- Initial discovery phase to identify specific requirement, risks and opportunities.
- Procurement function and organisational alignment review.
- Assessment of digital transformation maturity using our capability framework.

- Provides an approach based on client's specification across organisational boundaries.
- Provides a tailored strategic roadmap for digital procurement transformation.
- Insights on innovative and disruptive opportunities in digital transformation.
- Specific training and workshops on the digital procurement transformation.
- Comprehensive digital procurement transformation strategy.
- Provide leadership and support for strategy implementation and associated solutions.
- Implement a clear exit strategy, facilitating knowledge transfer for client ownership.

Benefits

- Assess and evaluate procurement functions for digital transformation readiness.
- Understand how technology can transform procurement with practical guidance.
- Improve procurement efficiency and success enabled by digital transformation solutions.
- Facilitate cross-functional transformation throughout the digital transformation stages.
- Reduce cost and associated risk through digital technology.
- Flexible, scalable and tailored solutions and delivery.
- Accelerated change management with prior experience knowledge and case studies.
- Led by procurement, digital, and change management experts.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.

Subscriptions

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Case Study



Transforming commercial outcomes for a major police forensics programme

Evolve Commercial provided expert support to an exceptionally complex change programme facing a series of difficult challenges:

- numerous competing stakeholders
- a demanding development pipeline
- ambitious timescales
- over-reliance on suppliers with poor foundational commercial
- a vague commercial architecture
- an ill-defined future support model

CONTEXT

UK Policing acknowledged the need for modernisation in its forensics to deliver a more efficient and effective service. The work to enhance this critical national capability through a major technology transformation programme, of which Evolve Commercial was proud to support.

BRIEF

Evolve Commercial was engaged to improve supplier contract governance and manage a suite of critical procurements that would support the transformation programme. All work had to remain compliant with Public Procurement Regulations, whilst providing better value, reducing risk and improving collaboration.

RESETTING THE COMMERCIAL MODEL

Evolve began by taking a detailed review of the commercial landscape to assess the key areas of risk and focus. We quickly realised that a full reset of the commercial model would need to be undertaken if the programme's ambitions were to be realised. We advised that a more pragmatic approach was required.

COMMERCIAL CHANGE PROGRAMME

We initiated an incremental change programme, implementing a commercial strategy to provide a far more commercially robust position. This involved:

- working closely with leadership teams to define OKRs;
- a detailed analysis of the extant supplier agreements to identify gaps and thereafter recommending revisions to mitigate commercial risk;

- consolidation of supplier contracts and, where necessary, managing the exit from contract no longer required;
- agreement of Memoranda of Understanding in a complex governance landscape to formalise the role of the various stakeholders to ensure its own financial standing;
- establishing revised government procedures;
- the agreement, implementation and management of the contract management process, including regular supplier management reviews and the introduction of qualitative and quantitative key performance indicators (KPIs) to accurately track performance and highlight emerging issues.

ADAPTING THE ITIL V3 FRAMEWORK

Evolve Service Design Experts, working closely with stakeholders, set about creating an adaptation of the ITIL V3 framework. The aim was to maximise value to the programme, by adopting best practices from ITIL V4 and the Government Digital Service Technology Code of Practice.

This approach enabled multi-sourcing for service delivery, continuous integration/continuous delivery (CICD) pipelines, DevOps and agile project management.

SUPPORT CAPABILITY SOURCING

We successfully led on all aspects of the tender process to find long term support capability, requirements definition and invitation to tender (ITT) creation, through to supplier onboarding and service transition. Our strategy was to source a high-calibre service and integration management partner to deliver the newly established capability - Technology Enhancement and Support service (TES) - a key deliverable for the programme.

This was supplemented by the creation of a more competitive vendor 'eco-system', ensuring capability and capacity in the supply chain, mitigating the risk of being locked in to any single vendor, and driving excellent through-life value for money.




CASEFILE
02

CLOSING REMARKS

Delivering continuity of governance and a procurement framework in such a complex environment was a significant challenge. What made it work?

- Firstly, and quite simply, our role as an invited expert, which positions us from the kick-off as unbiased and wholly objective for all stakeholders
- Secondly, our co-ordinated approach, which means we reach out to all relevant parties to get a true and detailed understanding of how procurements need to work for the best of all concerned
- And finally, our empathetic approach to relationship and stakeholder management enables us to successfully drive commercial performance across multiple stakeholders.

TOP FIVE BENEFITS DELIVERED:

- Earlier identification and resolution of issues through enhance supplier governance
- Management of the full tender process for the award of a new multi-million pound support solution
- New multi-sourcing commercial model, leading to a more resilient and competitive supply chain
- Exceptional service during the contract (as recognised by the customer)
- Significant improvement in performance of critical suppliers

Figure 5 – Case Study

Evolve Technology Procurement Training

Description

Evolve offers introductory to advanced level training on digital procurement and the application of cloud-based, current, or emerging technologies into the procurement function. The training is designed to upskill Public Sector organisations with the necessary knowledge of the concepts, technologies, and application of digital technologies for an effective procurement transformation.

Features

- Overview of digital procurement and associated concepts.
- The terminologies of digital transformation.
- The technologies that underpin digital (AI, IoT, cloud, blockchain, DLT).
- The impact of the digital technologies on the procurement function.
- Technology adoption model in digital procurement.
- Case studies from across the Secure, IT and Cyber domains.
- Strategies to implement digital procurement transformation.
- Hybrid in-person and online learning experience.
- AI experts for areas like machine learning, cognitive computing.
- Knowledge of key enablers and blockers to digital technologies.

Benefits

- Develop digital procurement skills, focussing on emerging disruptive technologies.
- Understand how digital technologies transform the procurement organisation.
- Understand the steps to achieve digital procurement transformation.
- Learn how to map the digital transformation journey.
- Use technology in procurement to maximise business benefit and mitigate risk.
- Enable team development through knowledge transfer from tech transformation experts.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.
- Comprehensive approach to blockchain's realistic value addition in your organisation.
- Experts in Public Procurement legislation, including the Procurement Act 2023.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Technology Acquisition Support

Description

Effective procurement is a team sport, especially when the requirements are complex or innovative, which is often the case with cloud technology procurements. Evolve offers Public Sector clients an Acquisition Support service to support highly technical procurements, using subject matter experts to complement your core procurement and commercial expertise.

Features

- Business Case development, (Green Book / 5 Case Model).
- Procurement Strategy development, in accordance with Define / Procure / Manage.
- Commercial Strategy development and Commercial/Contract Management Plans.
- Service Requirements engineering and design, with ITIL qualified SMEs.
- Contract Management, including technical and financial performance.
- Technical writers draft documentation, including requirements and industry materials.
- Administrative support, including NDA management, data rooms, export licenses (ITAR).
- Procurement project management, including scheduling, cost management.
- Commercial analysis including contract due diligence, Ts&Cs, novations, FOIA.
- Social Value planning, evaluation criteria, assessment, and reporting.
- Benchmarking and value for money assessment of the market.

Benefits

- Accelerated procurement schedules by removing bottlenecks in your organisation.
- De-risks procurement activity, reducing probability of challenge or procurement failure.
- Provides additional capability and capacity to internal teams.
- Access to Subject Matter Experts (SMEs) for specific issues.
- Contract design for agile delivery, based on service points.
- Commercial robustness aligned with agile delivery, e.g. sprints/epics.
- Extensive tech market expertise, covering licensing, contracts, and KPIs.
- Understanding of Public Sector regulations including PA23, PCR, DSPCR, and UCR.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in procurement, negotiation, supplier resource management (SRM), and category management.

Subscriptions

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Case Study

Delivering optimal commercial solutions for two primary Cyber Security and Capability programmes

Working in contract with Logiq Consulting, an information and cyber security consultancy, Evolve is providing specialist commercial and acquisition advice and support to two Defence programmes to improve the UK's cyber and security capabilities.

CONTEXT

The emphasis on growing cyber capability within UK defence has resulted in an expansion of programme level activity requiring industry support so that key defence outcomes are delivered. This includes enhancing the ability to conduct defensive cyber operations at the scope and scale required in the evolving threat landscape, and a cyber resilience programme focussed on risk reduction through secure foundations.

BRIEF

As subcontracted partner to Logiq Consulting, Evolve was tasked with delivering optimal commercial solutions for both Defence programmes, supporting the development of Strategic Outline Case documentation to secure programme funding.

COMMERCIAL EFFECTIVENESS

Evolve supported the client across the full bandwidth of the programme's commercial activity, beginning with the addition of key commercial artefacts into the programmes' approvals process. This included the commercial input to the Combined Operational Effectiveness and Investment Appraisal (COEIA), the Strategic Outline Case (SOC), as well as the delivery of Procurement and Commercial Strategies.

PROCUREMENT STRATEGIES

Procurement strategies considered a number of options, assessed using a multi-criteria decisionmaking matrix, with key stakeholders. This enabled the

capturing of programme, commercial and technical insights to help inform the approvals process as to 'best fit' routes to market.

PROCUREMENT PROJECT PLANS

We created procurement plans and used them to drive progress through the commercial process. We ensure that all inputs into a procurement process are of sufficient quality, including reviewing specifications, schedules or requirements and programme plans. This enables the development of specific documentation that's needed to execute procurements as ITT, assessment criteria, terms, and contract documentation expeditiously with minimal amendments.

EXECUTION

In the execution phase, we provided leadership over the procurement activities in close collaboration with the programmes to make sure that not only is the procurement activity carried out correctly, but done so on time and in a way that delivers the outcomes the programme requires.

We pride ourselves on being 'hand-in-glove' with the programme throughout this phase.

CONTINUOUS IMPROVEMENT

A full lessons learned document was produced to support handover and, additionally, recommend approaches for future procurements, which could improve cycle time and reduce effort.



CLOSING REMARKS

This contract exemplifies what Evolve was created to do: turning the commercial and procurement function into a strategic enabler; reducing complexity and demand on internal teams; reducing response times; increasing productivity; improving supply chain engagement and delivering better value for money.

The benefits of our holistic and co-ordinated approach are numerous and cumulative, delivering long-term and fundamental change through the application of commercial expertise.

TOP FIVE BENEFITS DELIVERED:

Presented multiple options for OJEU compliant procurement activities

Developed risk-adjusted procurement and commercial plan to drive activity

Evolve acts as an enabling commercial function, reducing complexity for project managers

Rapidly delivered procurement activities, aligning with the pace of cyber operations

Identified lessons learned and compiled them in a comprehensive handover report

Figure 6 – Case Study

Evolve Procurement Project Management Services

Description

Evolve offers Procurement Project Management services to the Public Sector to support technical, complex, and innovative cloud technology. Our SMEs combine expert knowledge of procurement with project management skills, which enables us to support the end-to-end procurement lifecycle and effectively deliver to time, cost, and unrivalled quality.

Features

- APM/ Prince 2 qualified Project Managers with significant procurement project experience.
- Manage procurement projects end-to-end, from requirements to closeout efficiently.
- Contract Management, including technical and financial performance.
- MSP scheduling, KPI and performance reporting, including EVM etc.
- Risk, issue, and opportunity management.
- Strategy development for both procurement & commercial.
- Planning for and executing significant negotiations pre-contract and contract reset.
- Support with governance including business case development and approval support.
- Communication management for internal and external stakeholders.

Benefits

- Clear procurement plans that support accelerated procurement delivery.
- Proactive risk management mitigates procurement risks, minimising challenges or failures.
- Apply lessons learned to streamline activity and foster continuous improvement.
- Ensures clear requirements, supporting effective procurement and business outcomes definition.
- Increased value for money through effective competition and procurement.
- Encourages and facilitates effective knowledge transfer.
- Access deep knowledge of the technology market.
- Understanding of Public Sector regulations including PA23, PCR, DSPCR, and UCR.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.
- Accredited IT to manage up to Official-Sensitive Commercial information.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Contract Administration

Description

Evolve offers commercial administration services following best practice and departmental policy across the public sector. Our SMEs understand the importance of reporting requirements and can ensure compliance with internal policies to support management information and ease administration burden.

Features

- Responsive commercial support based on flexible pricing models.
- Provision of procurement and commercial specialists with a broad range of experience.
- Knowledge of cyber, software, hosting, networks, and hardware categories.
- Expertise across all CCS and wider public sector frameworks.
- Experience writing Contract Management Plans (CMPs), Obligation Matrices.
- Management of procurement audit trail, filing and minutes.
- Provision of end-to-end administration support, including contract closure.
- Evaluation of Service Performance Indicators (SPIs) and other performance metrics.
- Financial contract administration.
- Systems administration.

Benefits

- Scalable and Flexible team offering wider expertise than agency or interims.
- Experience with Defence Sourcing Portal, CCS Portals, and Oracle.
- Accelerate delivery of IT procurement and commercial projects and programmes.
- Access to a wider procurement and commercial knowledge base.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in Public Procurement legislation, including the Procurement Act 2023.
- Fast, efficient and accurate contract management, reporting and administration.
- Strategic Supplier Relationship Management (SSRM).

- Expertise in JAGGAER such as the CCS esourcing platform.
- Monitor social value and sustainability obligations.

Subscriptions

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Evolve Category Management

Description

Evolve offers Category Management services to develop and implement new strategies; or to review and refine existing structures. Our commercial SMEs understand the current drives towards the implementation of good Category Management strategies and how to best apply this for an organisation's particular markets, suppliers, and stakeholders.

Features

- Approaching Category Management from anywhere on the 8-Step Cycle.
- Deep Analysis and Reporting of current Category Management strategies.
- Collaborating with stakeholders to understand your ways of working.
- Clear visual report of analysis of spend and supplier data.
- Creation of Strategic Sourcing Strategies.
- Supply Chain Analysis, Market Analysis and Insights, and Risk Analysis.
- Recommendations for key areas of improvement and opportunities.
- Implementation of Category Strategies, or improvement activities to existing structures.
- Implementation of periodic refreshes and reviews for continuous improvement.
- Scalable and Flexible team offering wider expertise than agency or interims.
- Qualified Chartered Institute of Procurement & Supply (MCIPS) accredited specialists.

Benefits

- Creating a clear view of Category Management processes.
- Driving key stakeholders to better understand the best practices.
- Creating, developing, and refining strategies and methods to improve or implement Category Management in your organisation.
- Match our expertise with your internal knowledge and specialisms.
- Creating implementation plans for real success, cost savings, and innovation.
- Iterative improvement activities over time and long-term continuous improvement.
- Encourages and facilitates effective knowledge transfer.
- Access deep knowledge of the technology market and supplier base.
- Compliance with Public Sector regulations including PA23, PCR, DSPCR, and UCR.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.

Subscriptions

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Evolve Technology Advisory

Description

Evolve provides specialised procurement technology expertise, advisory, and discovery services. We aid clients to adopt new technologies across procurement, contracts, supply chain, and record management. Recognising the need for tech upgrades, we offer practical advice aligning with Government Digital standards, ensuring compliance through alpha, beta, live, and retire phases.

Features

- Knowledge in Artificial Intelligence (AI), Blockchain and distributed ledger technology (DLT).
- Expertise in Machine Learning and Internet of things (IoT).
- Commercial and Procurement subject matter knowledge to technology transformation programmes.
- Deep technical understanding of complex digital technology.
- Comprehensive approach to understanding where new technology adoption can add value.
- Identify opportunities and risks of new solutions for your organisation.
- Creation of a high-level road map for procurement and commercial technology.
- Development of a framework to deliver cost, process, quality improvements.
- Subject matter experts in technical, procurement, commercial and project management.
- Scalable and Flexible team offering wider expertise than agency or interims.

Benefits

- Knowledge around the benefits of the latest Industry 4.0 technologies.
- Provide up-skilling and knowledge transfer capability for your organisation.
- Obtain a tailored approach to your specific organisational needs.
- Establish a clear roadmap for technology implementation and benefits realisation.
- Improve transparency, transaction management and auditability.
- Use transparency to maximise the power of data and management information (MI).
- Realise functional and organisational cost, process, and quality improvements.
- Realise benefits of technology to create a next generation function.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.

Subscriptions

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Evolve Procurement Automation and Workflow Optimisation

Description

Evolve offers a secure and scalable procurement automation and workflow optimisation service tailored for Public Sector organisations. This service leverages our proprietary automation tool, Evolve EVA (Evolve Virtual Assistant), built on Microsoft Copilot, to deliver intelligent drafting of procurement strategies, business cases, and other artefacts. EVA is designed to reduce manual effort, accelerate delivery timelines, and is accredited to handle Official-Sensitive data.

Features

- Deployment and configuration of Evolve EVA to automate procurement documentation.
- Intelligent drafting of procurement strategies, evaluation criteria, and business cases.
- Automated generation of Contract Management Plans, obligation matrices, and risk registers.
- AI-powered document review and quality assurance to flag inconsistencies and compliance risks.
- Customisable automation templates aligned to UK Public Procurement regulations.
- Training and onboarding support for client teams.
- Deep data insight, automated analysis, and evidence-based recommendations
- Real-time dashboards supporting transparency, audit trails, and informed decision-making
- Capability to evaluate technology options using quantitative modelling and benchmarking

Benefits

- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Significant time savings in drafting and reviewing procurement artefacts.
- Improved consistency and quality of documentation.
- Reduced risk of non-compliance through embedded regulatory alignment.
- Enhanced transparency and auditability of procurement processes.
- Scalable automation that grows with organisational needs.
- On-demand access to procurement automation expertise.
- Enables procurement teams to focus on strategic value-add activities.
- Supports digital transformation and innovation agendas.
- Reduces reliance on manual processes and mitigates human error.

Subscriptions

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Evolve Operating Model Design & Transformation

Description

Evolve offers Operating Model Design & Transformation services to help Public Sector organisations reimagine and optimise their commercial and procurement functions. Our

approach combines strategic design with practical implementation, enabling clients to align their operating models with organisational goals, regulatory requirements, and digital transformation ambitions. We support clients from initial discovery through to full implementation, embedding sustainable change and measurable improvements.

Features

- Discovery and diagnostic phase to assess current operating model maturity.
- Design of future-state operating models tailored to organisational objectives.
- Development of transformation roadmaps and implementation plans.
- Alignment of people, processes, technology, and governance structures.
- Integration of digital tools and automation into operating model design.
- Stakeholder engagement and change management planning.
- Capability and skills gap analysis with upskilling recommendations.
- Implementation support including governance, reporting, and benefits tracking.
- Iterative design and continuous improvement cycles.
- Compliance with Public Sector regulations including PA23, PCR, DSPCR, and UCR.

Benefits

- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Clear articulation of current and future operating model states.
- Improved efficiency, agility, and value for money in procurement delivery.
- Enhanced alignment between strategy, operations, and technology.
- Reduced duplication and improved role clarity across commercial functions.
- Accelerated transformation through structured planning and expert support.
- Sustainable change embedded through stakeholder engagement and capability building.
- Increased transparency, governance, and performance monitoring.
- Enables procurement teams to focus on strategic outcomes and innovation.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Sustainability & Net Zero Procurement Advisory

Description

Evolve offers Sustainability & Net Zero Procurement Advisory services to support Public Sector organisations in embedding environmental and social value considerations into their procurement strategies and operations. Our approach enables clients to align with government sustainability targets, meet Net Zero obligations, and deliver responsible procurement outcomes. We combine policy expertise with practical delivery support to ensure sustainability is embedded across the commercial lifecycle.

Features

- Development of sustainable procurement strategies aligned to Net Zero targets.
- Integration of social value and sustainability into evaluation criteria and scoring models.
- Support with carbon reduction planning and supplier engagement.

- Creation of sustainability reporting frameworks and dashboards.
- Advice on compliance with Procurement Policy Note (PPN) 002 and related guidance.
- Supply chain sustainability risk assessment and mitigation planning.
- Development of sustainability clauses and KPIs for contracts.
- Training and workshops on sustainable procurement practices.
- Support with monitoring and reporting of sustainability and social value obligations.
- Collaboration with suppliers to drive innovation and sustainable delivery models.

Benefits

- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Enables alignment with Net Zero and sustainability policy requirements.
- Improves procurement outcomes through responsible and ethical sourcing.
- Enhances transparency and accountability in sustainability reporting.
- Reduces environmental impact across the supply chain.
- Builds internal capability for sustainable procurement delivery.
- Supports stakeholder engagement and public trust.
- Drives innovation and continuous improvement in sustainability practices.
- Helps meet legal and regulatory obligations efficiently.
- Encourages supplier collaboration and long-term value creation.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Tail Spend Management

Description

Evolve offers Tail Spend Management services to help Public Sector organisations gain control over low-value, high-volume procurement activity that often escapes strategic oversight. Our approach combines data-driven analysis, category expertise, and automation to consolidate fragmented spend, aggregate demand, and unlock savings. We support clients in identifying unmanaged spend, rationalising suppliers, and implementing governance frameworks that improve visibility, compliance, and commercial leverage.

Features

- Tail spend diagnostics to identify unmanaged and maverick spend.
- Spend categorisation and supplier rationalisation.
- Aggregation of demand across departments, categories, and geographies.
- Development of tail spend governance frameworks and policies.
- Implementation of automated workflows and approval processes.
- Integration with procurement platforms and finance systems.
- Supplier onboarding and contract consolidation support.
- Risk assessment and compliance checks for tail suppliers.
- Performance tracking and reporting dashboards.
- Training and change management support for internal teams.

Benefits

- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Improved visibility and control over tail spend.
- Reduced procurement risk and non-compliant activity.
- Cost savings through supplier consolidation and demand aggregation.
- Increased efficiency through automation and streamlined processes.
- Enhanced governance and auditability of low-value spend.
- Better alignment with strategic procurement objectives.
- Supports sustainability and social value tracking across all spend tiers.
- Enables procurement teams to focus on high-value strategic activity.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Digital Cost Reduction

Description

Evolve offers Digital Cost Reduction services to help Public Sector organisations identify, recover, and prevent unnecessary spend across their digital and technology portfolios. Our approach combines commercial insight, data analytics, and deep category expertise to uncover cost recovery opportunities, eliminate contract and commercial leakage, and optimise spend through aggregation and disaggregation strategies. We support clients in achieving sustainable savings while maintaining operational resilience and compliance.

Features

- Spend diagnostics to identify cost recovery opportunities and leakage.
- Contract and commercial audit to uncover overpayments, missed credits, and inefficiencies.
- Aggregation of demand across departments, programmes, and suppliers.
- Disaggregation of bundled services to improve competition and transparency.
- Benchmarking and market testing to validate pricing and value for money.
- Supplier negotiation and contract reset support.
- Development of cost reduction roadmaps and implementation plans.
- Integration of automation and digital tools to streamline cost control.
- Commercial governance frameworks to prevent future leakage.
- Performance tracking and benefits realisation dashboards.

Benefits

- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Realised savings through cost recovery and leakage elimination.
- Improved commercial control and contract compliance.
- Enhanced value for money through aggregation and strategic sourcing.
- Increased transparency and accountability in digital spend.
- Reduced risk of overpayment and supplier underperformance.
- Strengthened commercial governance and audit readiness.
- Enables procurement teams to focus on strategic cost optimisation.
- Supports sustainability and social value tracking across digital spend.

Subscriptions

Based on our DDaT Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Pricing

Digital, Data, and Technology (DDaT) Rate Card

All DDaT Rates given below are max priced. Evolve can also offer flexible pricing models based on subscriptions or service points based on a customer's individual requirement.

Framework Role	Role Description	Grade & Rate				
Business Architect	Designing procurement operating models, governance frameworks, and sourcing strategies.	Trainee Business Architect	Associate Business Architect	Business Architect	Lead Business Architect	
		650	750	850	975	
Solution Architect	Structuring procurement solutions for cloud adoption and supplier integration.	Associate Business Architect	Solution Architect	Senior Solution Architect	Lead Solution Architect	Principal Solution Architect
		650	750	850	975	1495
Chief Technology Officer	Strategic advisory on technology procurement and commercial strategy.					Chief Technology Officer
						1495
Chief Data Officer	Oversight of data-driven procurement decisions and analytics governance.					Chief Data Officer
						1495
Data Analyst	Spend analysis, supplier		Associate Analyst	Data Analyst	Senior Data Analyst	Principal Data Analyst

	performance dashboards, and category insights.					
			750	850	975	1495
Data Governance Manager	Ensuring compliance and governance in procurement data handling.			Data Governance Manager	Lead Data Governance Manager	Head of Data Governance
				850	975	1495
Performance Analyst	Measuring procurement KPIs and supplier performance outcomes.	Associate Performance Analyst	Performance Analyst	Senior Performance Analyst	Lead Performance Analyst	Head of Performance Analysis
		650	750	850	975	1495
Business Relationship Manager	Managing supplier relationships and stakeholder engagement.		Business Relationship Manager	Senior Business Relationship Manager	Lead Business Relationship Manager	
			750	850	975	
Service Transition Manager	Overseeing transition of services from procurement to operational	Service Acceptance Analyst	Service Readiness Analyst	Service Transition Manager	Lead Service Transition Manager	
		650	750	850	975	
Business Analyst	Requirements gathering, market analysis, and sourcing strategy.	Trainee Business Analyst	Junior Business Analyst	Business Analyst	Senior Business Analyst	Lead Business Analyst
		650	750	850	975	1495
Delivery Manager	Managing procurement projects and timelines.		Associate Delivery Manager	Delivery Manager	Senior Delivery Manager	Head of Agile Delivery Management
			750	850	975	1495

Programme Delivery Manager	Leading large-scale procurement transformation programmes.				Programme Delivery Manager	
					975	

Table 1 – DDaT Rate Card

Based on the DDaT Rate Card above, Evolve are also able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront. Example subscription levels for securing commercial support in advance of delivery are listed (but not limited to) the below:

Subscription Package	Bronze Fee (10 Working Days per Month)	Silver Fee (20 Working Days per Month)	Gold Fee (40 Working Days per Month)
3 Month	£22,500.00	£45,000.00	£90,000.00
6 Months	£45,000.00	£90,000.00	£180,000.00
9 Months	£67,500.00	£135,000.00	£270,000.00
12 Months	£90,000.00	£180,000.00	£360,000.00

Table 2 – Alternative Subscription Fee Model

Standards For Evolve Commercial Consultancy Day Rate Card

- Consultant's working day: 7.5 hours
- Working week: Monday to Friday excluding national holidays.
- Office hours: 9:00am to 5:00pm Monday to Friday.
- All rates exclude travel and mileage subsistence.
- All travel and mileage subsistence is payable at department's standard travel and subsistence rates.

Onboarding and Offboarding Process

Evolve Commercial will agree with the Buyer the scope of the on-boarding and off-boarding prior to Call-Off Contract being signed.

Terms & Conditions

Evolve Commercial will deliver in accordance with the G-Cloud 15 Terms and Conditions.

Assumptions and Dependencies

Evolve Commercial will confirm the relevant assumptions and dependencies with the Buyer prior to Call-Off Contract signature.

Contact Information

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