

Commercial Support Services

Overview

We help organisations unlock the full potential of Cloud technologies through expert commercial advice and strategic support. Our proven approach covers every stage of the procurement lifecycle, from needs assessment and stakeholder engagement to deal execution and supplier management, ensuring compliance, value for money, and optimal outcomes.

Service Features

- Capability and value mapping for commercial planning
- Soft market testing, analysis, and assessment
- Flexible service where you select the support you need
- Commercial advice to ensure value for money
- Compliance with legal requirements and procurement rules
- Expertise in all procurement processes and EU Directives
- Full governance alignment
- Supports business, marketing, and financial planning
- Innovative approaches to fast-track deals within legislation
- Fully integrated with Supplier Management Services

Service Benefits

- Enables full exploitation of Cloud technologies
- Identifies optimal routes to market
- Delivers outcomes aligned with legal and regulatory requirements
- Robust methodologies for supplier evaluation and selection
- Flexible access to technical and commercial expertise

- Reduces reliance on internal procurement resources
- Safely maximises use of innovative SME market
- Deep understanding of CCS frameworks and commercial contracts
- Shared learning and faster development through peer procurement insights
- Enhances, not replaces, the Intelligent Customer function