

VINMORE

commercials made easy



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Vinmore Technology Consulting Services – Service Definition

Cloud technology consulting and commercial support services

Service overview

Vinmore supports clients to implement sourcing led transformation programmes for cloud and technology services. Services include Procurement Act_2023 compliant sourcing options and selection, service and cost benchmarking, Business Case, Current state assessment, Target Operating Model, Multi-sourcing, Insource/outsource, Market Engagement, Market Day, Transition, Service Integration and management (SIAM) and Tower services.

Features

- Complex technology and cloud programme and project management
- IT contract and supplier review
- HMT Green Book aligned business case development
- Application rationalisation and remediation advisory
- Sourcing strategy, target operating model and implementation plan
- Covers ADAM (applications development and maintenance) and Infrastructure services
- Covers Cloud, Networks, EUC and Cyber security services
- IT cost reduction including cost and services benchmarking
- Supplier transition management and contract management support
- Developing commercial procurement documentation

Benefits

- Cost reduction and increased value for money from suppliers
- Contracts that deliver successful business outcome
- Reduction in service continuity risk through detailed transition planning
- Increased service and cost flexibility
- On-going value for money for future requirements
- Reduction in IT costs through use of cloud based services
- Increased transparency of services/costs and greater control of services
- Effective engagement with Government stakeholders (E.g. Cabinet Office, GDS)
- Clear understanding of the competitiveness of the contract
- Improved transparency in costs and services

Detailed services

This service provides a proven method and approach for setting-up technical capabilities from scratch or re-configuring the existing capabilities to the good industry standards. Services tend to vary along with customer specific needs and they are typically delivered in the following phases:

Discovery phase/Current state assessment: Depending on the complexity of engagement, we conduct a short 2-4 weeks assessment of existing tools, processes, operating models, business cases, programme and project planning artefacts and deliverables, supplier contracts and any performance metrics. The findings are summarised to describe the maturity of cyber capabilities and supply chain.

Strategy/Planning of technology transformation: We leverage existing target operating model and take customer inputs to understand the vision and target-state customer wish to achieve. This forms the basis to develop sourcing and procurement strategy, including relevant procurement routes and detailed implementation plans. In case the sourcing decisions relates to insourcing, we develop appropriate disaggregation and exit approach and determine what sets of capabilities/contracts need to be taken back from the supplier. We also help in development of HMT Green book aligned Strategic Business Case (SBC)

or Outline Business Case covering strategic, economic, commercial, finance and management cases. Through-out this phase, we provide support in managing stakeholders through approvals and governance.

Technology procurement: Using agreed sourcing and procurement strategy from the previous phase, we can help in sourcing and procurement of cyber capabilities from a range of procurement routes including digital market place, relevant CCS frameworks (e.g. Technology Services 2 framework or Tech Products 2 framework), and OJEU procedures ensuring the services are delivered in compliance with procurement regulations such as the Procurement Act 2023. We have a range of ready commercial models and ITT templates that can expedite the development of procurement documentations and our team has experience in working alongside commercial functions to ensure we can receive the Most Economic and Advantageous tender and achieve the set cost-reduction targets in the department.

Transition and supplier management: Post procurement, we ensure the smooth transition of services from previous supplier to incoming suppliers (or to customer staff) and help in on-boarding the suppliers ensuring the new suppliers (or customer staff) are set for success from the beginning. We also support any due-diligence and post contract negotiations activities to ensure any assumptions or customer obligations are effectively managed. Our supplier management support ensures contract outcomes are effectively delivered ensuring on-going value for money, and also ensures any dispute or conflicts are managed and resolved in early stages itself.

Contract review and service/cost optimisation: This activity can be undertaken independently of the above phases. Using our several years of commercial experience of managing public sector contracts, we will review your contract landscape against good industry practice and recommend the uplift in service/service levels and potential cost reduction opportunities. This is a critical exercise we recommend you undertake before re-procurement of services as these recommends can provide the necessary inputs for the future procurement requirements and provide valuable measures to evaluate supplier's performance or cost efficiencies built in the existing contract.

Why Choose Us?

We understand that when it comes to selecting a G-Cloud service provider, you have numerous options. Here are compelling reasons why you should choose us:

Expertise and Experience

With years of experience in the industry, our team comprises experts who are well-versed in the latest trends and best practices. We pride ourselves on our deep understanding of the unique challenges and opportunities within your sector.

Customised Solutions

We recognise that every business is unique, with its own set of challenges and goals. That's why we offer tailored solutions designed to meet your specific needs. Our approach is flexible and adaptable, ensuring that we deliver the best possible outcomes for your business.

Commitment to Quality

Quality is at the heart of everything we do. We are committed to providing services that exceed your expectations. Our team follows rigorous quality assurance processes to ensure that we deliver exceptional results every time.

Customer-Centric Approach

Your satisfaction is our top priority. We strive to build strong, long-term relationships by listening to your needs and providing proactive support. Our team is always ready to assist you and address any concerns you may have promptly.

Innovative Solutions

In today's fast-paced business environment, innovation is key. We continuously invest in research and development to bring cutting-edge solutions that drive growth and efficiency for your business.

Proven Track Record

Our success stories speak for themselves. We have a proven track record of helping businesses like yours achieve their goals through our services. Our clients trust us to deliver results that make a tangible difference.

By choosing us, you are partnering with a team dedicated to your success. We look forward to working with you and supporting your business on its journey to excellence.

Additional details

To get further details on this service and discuss your specific requirements, please send an email to vinitgoswami@vinmore.co.uk or maureengore@vinmore.co.uk or call Vinit (07825781086) or Maureen (07900655120).