

Procurement services
G Cloud 15 (Lot 3)
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1. About Channel³ Consulting

Channel³ Consulting is a specialist digital transformation consultancy, founded in 2009, working primarily with the public sector to help organisations use technology to deliver better outcomes and more resilient services.

We work across health, social care and wider public services, partnering with organisations at national, regional and local levels; from policy-setting bodies to NHS Trusts and local authorities delivering change on the ground.

To date, we have supported over 100 public sector organisations on complex digital, data and cloud-enabled transformation programmes, including large-scale EPR implementations, shared care records, cloud adoption, service modernisation and operating model change. Our work spans the full lifecycle from strategy and business case development through to delivery support, assurance and benefits realisation.

2. Our approach – Power of Three: Now, Next and Future

We act as an independent advisor and delivery partner, combining strategic insight with hands-on experience of working in complex, regulated environments.

We bring together a multidisciplinary team spanning cloud, data and digital transformation, alongside practitioners with direct health and care experience who understand the realities of deploying technology in complex frontline operating environments. This ensures our work is practical, safe and sustainable.

Our work is guided by our Power of Three: Now, Next, Future.

- Now: addressing immediate pressures by stabilising services, assuring existing digital and cloud environments, and tackling delivery, performance and risk issues.
- Next: building stronger digital and cloud capabilities through improved architecture, governance, security, service management and supplier oversight.
- Future: shaping innovative operating models and future-ready services

that deliver sustainable, long-term value.

Within G-Cloud Lot 3, Channel 3 provides independent cloud support services focused on advisory, assurance and enablement. We do not provide or operate cloud infrastructure or resell cloud services. Instead, we support clients to make informed decisions, manage risk, optimise cost and performance, and build internal capability to govern and evolve cloud services effectively.

We are guided by values of collaboration, integrity and impact. We work side by side with our clients, act as a trusted and independent advisor, and focus relentlessly on delivering outcomes that make a measurable difference.

3. Service description – procurement services

Channel 3 provides end-to-end cloud procurement support, from strategy, discovery and requirements definition through to market engagement, commercial design, tender execution and contracting. We ensure organisations procure cloud services that meet real operational and delivery needs, while structuring procurements to secure best value, quality, innovation and social value.

This service is delivered by a team with deep public sector experience in cloud hosting and software procurement, supported by proven methods, templates and evaluation models. Procurements are structured to be compliant, transparent and auditable, combining commercial rigour with practical delivery knowledge. The service supports competitive outcomes, reduces commercial risk, secures value for money and strengthens internal capability to manage cloud services from day one.

4. Service features and benefits

Features

1. Requirements definition translating operational needs into cloud-ready specifications, including clinical systems, EPR platforms, case management solutions, corporate applications, IT services and wider cloud infrastructure.
2. Commercial strategy including sourcing approach, pricing models and evaluation.
3. Market engagement to shape specifications and competition design.
4. Procurement documentation covering ITT packs, requirements and schedules.
5. Structured tender execution, including clarification management and supplier engagement.
6. Bid evaluation/scoring moderation to ensure fairness, consistency, defensible outcomes.
7. Contracting and commercial negotiation aligned to cloud delivery models.
8. Compliance with Procurement Act 2023 and public sector standards.
9. Governance, assurance and risk management across the procurement lifecycle.
10. Intelligent client development to support effective cloud contract/supplier management

Benefits

1. Outcome-focused procurements that secure cloud solutions aligned operational priorities across NHS, local government and wider public sector.
2. Improved commercial value and pricing through structured competition, market insight and robust negotiation.
3. Transparent, compliant and auditable procurement activity aligned to the Procurement Act 2023 and recognised public sector standards.
4. Reduced delivery and commercial risk through clear requirements, governance, evaluation discipline and quality controls.
5. Faster and more efficient procurement cycles supported by proven approaches, templates and reusable collateral.

6. Improved market engagement and supplier participation, supporting competitive and resilient cloud procurements.
7. Clear defensible decision-making supported by documentation and auditable processes.
8. Strengthened internal capability and intelligent client functions to support sustainable contract and supplier management.
9. Increased confidence in contract, performance frameworks and service levels, improving long-term outcomes and supporting benefits realisation.
10. Aligned procurement approaches supporting joint decision-making across multi-organisation programmes.

5. Our experience

Channel 3 brings deep experience of delivering complex digital and technology procurements across the NHS, local government and wider public sector. We have supported organisations through every stage of the commercial and procurement lifecycle including strategy, options appraisal, business case development, market engagement, requirements definition, evaluation, contracting and mobilisation, ensuring each procurement is structured, assured and aligned to organisational priorities.

We bring independent, vendor neutral expertise across SaaS, platform and cloud hosted service procurements, with practical experience of licensing, contracting, exit, portability and assurance within public sector cloud delivery models.

This breadth is underpinned by our track record of supporting more than 100 organisations in the UK and internationally. We work collaboratively so that procurements remain owned by the client but strengthened by our commercial insight, structured methods and deep experience, ensuring better value, stronger supplier performance and a smoother path to delivery and benefits realisation.

6. How we work

We work collaboratively and side by side with client teams. Our aim is always the same: to leave organisations more confident, more capable, and better positioned to deliver lasting change.

Commitment to quality

Our work is supported by recognised standards including Cyber Essentials, ISO 27001, ISO 20000 and ISO 14001, giving clients confidence in our security, service management and environmental practices.

Quality assurance runs through every stage of delivery. We use clear governance, defined checkpoints and senior-led reviews to keep programmes on track. Client feedback is captured through structured loops and regular step backs so we can adapt quickly and maintain momentum.

Our focus is on delivering measurable outcomes. We work with clients to define what success looks like and track benefits throughout delivery, ensuring real and sustained impact.



**Providing independent, delivery-focused
cloud support services for**
public sector organisations navigating
complex change.

www.channel3consulting.co.uk