

Digital supply chain optimisation
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 – digital supply chain optimisation

Channel 3's Supply Chain Optimisation service supports NHS, local government and wider public sector organisations to secure best value, improved performance and rationalisation across digital supply chains. We target both quality and efficiency: strengthening risk management and contractual assurance, while delivering cost reduction, commercial benefits and performance improvements.

Our approach has been deployed across multiple public sector bodies and consistently delivers measurable savings, enhanced supplier performance and an uplift in supply chain management maturity. We apply deep knowledge of the public-sector digital landscape to identify rationalisation and convergence opportunities, including across multi-organisation estates where shared platforms, contracts and services can unlock significant value.

The service begins with structured due diligence and requirements discovery to build a full picture of the existing supply chain, spend, contracts, risks and improvement opportunities. This diagnostic identifies inefficiencies, duplication and opportunities for consolidation or renegotiation, providing robust evidence for future decisions.

We then design and lead the optimisation activity to secure immediate improvements and longer-term strategic outcomes. This may include supplier engagement and negotiation, contract change, benchmarking, service stabilisation, commercial restructuring and alignment to best-practice sourcing models. Channel 3 works alongside commercial, digital and operational leads to strengthen control, value for money and ongoing digital maturity.

4. Service features and benefits

Features

1. Supply chain review mapping contracts, spend, risks/duplication and opportunities across digital and ICT estates.
2. Commercial assessment and benchmarking to compare pricing, value, quality against best practice, sector peers and recognised digital optimisation models.
3. Rationalisation strategy to reduce fragmentation, improve value and performance across NHS, local government and wider public sector environments.
4. Supplier convergence eliminating overlap, clarifying accountability across commercial/technical models.
5. Supplier engagement to secure better value, performance and accountability.
6. Performance, quality and risk improvement planning to enhance resilience, compliance, user experience, workflow efficiency and operational outcomes.
7. Stabilisation and remediation planning to address failing/at-risk services, restoring service continuity and building future readiness.
8. Governance and supplier management enhancement to strengthen contract oversight, reporting, escalation, accountability and lifecycle controls.
9. Benefits, savings and value realisation tracking to evidence cost reduction, efficiency gains, operational uplift and commercial improvement.
10. Identification of digital rationalisation opportunities across single and multi-organisations, enabling platform consolidation, shared services and improved return on digital investment.

Benefits

1. Measurable savings through contract consolidation, renegotiation and spend control.
2. Improved supplier performance through clearer expectations, SLAs and accountability.
3. Better value from existing digital contracts and investments through rationalisation.
4. Lower risk of disruption through stronger oversight of critical suppliers and services.

5. Stronger governance and control through better supplier management and reporting.
6. More reliable services through stronger supplier performance management.
7. Clearer supplier responsibilities, reducing risk and hidden costs.
8. More informed sourcing decisions through benchmarking and market comparison.
9. Measurable benefits tracked across financial savings and service improvements.
10. Supports collaboration across organisations where shared platforms/services are planned/used.

5. Our experience

Channel 3 has significant experience of delivering digital and ICT supply chain optimisation for public sector organisations across health, local government and wider public services.

We are regularly engaged to deliver comprehensive due diligence, commercial analysis, supplier rationalisation and performance uplift, using established collateral including market benchmarking datasets, financial models and best practice evaluation frameworks. Our teams have conducted full scale reviews of ICT estates, identified savings opportunities, assessed risks and service gaps, and developed stabilisation and optimisation plans for large, complex organisations.

We also bring direct experience assuring and challenging supplier proposals, analysing spend and supplier performance, and negotiating commercial improvements and sourcing model redesigns, including multisource and SIAM aligned arrangements.

Our experience extends beyond pure optimisation: Channel 3 has provided supply chain related technical, commercial and operational assurance for organisations, where we assessed supplier audits, benchmarked proposals, evaluated commercial structures and developed costed options and business cases.

Finally, our broader consulting footprint, supporting over 100 public sector organisations, on digital transformation, cloud, operational and commercial change, gives us deep contextual understanding of how optimised supply chains must align to strategic goals, operating models and digital roadmaps.

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