



Procurement Strategy and Requirements Management

G-Cloud 15

January 2026

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About this service

BMT's Procurement Support service provides your organisation with an intelligent customer capability to support engagement with your supply chain. On your behalf and working with you, we undertake system and user requirements management (capture, analysis and modelling) including Application Portfolio Rationalisation, supplier and solution technical service analysis and solution definition. We will work with you from development of high-level procurement strategy as part of an overall implementation and transition strategy. We then support you through the procurement phase, including market engagement, development of supplier questionnaires, tender documentation, technical assessment, supplier and tender evaluation, and Multi Criteria Decision Analysis, including MEAT, MACE, Best Value Analysis and development.

When to use this service

Use this service when your organisation:

- Is seeking to transition to cloud-based or SaaS services and needs support defining business, user and technical requirements.
- Needs a clear procurement and sourcing strategy to achieve best value.
- Lacks in-house Intelligent Customer capability and needs additional expertise.
- Requires independent technical evaluation of supplier proposals.
- Needs to ensure alignment between business needs, commercial arrangements and the future operating model.
- Must rapidly and confidently navigate complex procurement processes (public-sector routes, competitive dialogue, frameworks, etc.).
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This service is particularly valuable where there is a need to de-risk cloud adoption, define modern service requirements, or establish effective commercial and supply chain arrangements

What we deliver

Typical outputs include:

- Procurement and Sourcing Strategy aligned to organisational and cloud transformation objectives
- Target Commercial and Supply Chain Model
- Requirements Management Process and documentation
- Documented scope of business, system and user requirements
- Options analysis with technical and commercial recommendations

- Service- or output-based specifications
- Supplier questionnaires and tender packs (requirements, evaluation criteria, instructions)
- Supplier evaluation reports (shortlist and final assessment)
- Contractual negotiation support
- Service Acceptance Strategy (verification and validation approach)

These outputs ensure a structured, transparent and defensible procurement process that supports cloud adoption and long-term service success.

We provide a scalable, flexible service via a **Managed Service** delivery model. Each engagement is led by a BMT Lead Consultant, with relationship oversight from a dedicated engagement manager.

Our approach ensures:

- Close collaboration with your stakeholders at both strategic and tactical levels.
- Effective retention and application of organisational knowledge.
- Structured quality assurance supported by KPIs, governance and peer review.
- Regular, transparent communication with clear escalation routes.
- Knowledge transfer to uplift your in-house procurement and requirements capability.

Our aim is to deliver a **sustainable procurement environment**, not long-term dependency.

How we deliver this service

We act in the role of “Trusted Advisor” or “Customer friend” independent of the supply chain as we are product and vendor agnostic. It is our policy to remain impartial, and we actively avoid any partnering arrangements with third parties or toolset vendors that would compromise this independence and our ability to provide objective, evidence-based advice.

No two organisations are the same, so BMT recommends a short on-boarding period to ensure we understand your business and determine the best way of working alongside your staff.

We provide you with an Intelligent Customer capability, working with you as a dedicated resource, trusted advisor, coach, mentor or assessor as appropriate; to build and deliver the specific procurement attributes required for your situation. The service includes a number of elements:

1. Requirements Scoping & Management

- Capture, analysis and modelling of business, user and system requirements.
- Development of user stories, use cases and acceptance criteria.
- Ongoing management of requirements during supplier engagement and solution evaluation.

2. 2. Solution (To-Be) Definition

- Work with technical teams, end-users and business stakeholders.
- Define cloud-based service options, architectural considerations and integration needs.
- Provide gap analysis and technical recommendations.

3. 3. Business (As-Is) Analysis

- Review current systems, operating models, commercial arrangements and performance.
- Identify improvement opportunities and constraints.
- Support short-, medium- and long-term option development.

4. 4. Transition and Procurement Strategy

- Develop the procurement strategy within the wider transition plan.
- Support the execution of procurement, evaluation and selection.
- Advise on supplier negotiations, commercial terms and service acceptance.
- We work on-site or remotely, conducting interviews, workshops, document reviews and supplier engagement activities to ensure a robust and defensible procurement process.

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Experience

We have supported procurement and requirements management for:

- UK Ministry of Defence (MOD)
- Ministry of Justice (MoJ)
- SABMiller
- Smart DCC.



Contact details

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