

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Sourcing — Dynamic Sourcing

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Gartner G-Cloud 15 Service Definition

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Service Summary

Dynamic Sourcing is a compliant procurement approach centred around iterative solution co-creation, not paper-based RFPs. This can incorporate sourcing strategy, PSQ, dialogue, BAFO and contracting for specific phases based on need.

Service Description

Dynamic Sourcing is a compliant sourcing approach for the procurement of IT managed services and enterprise applications. Founded on the competitive dialogue procedure and aligned with agile principles, Dynamic Sourcing favours iterative co-creation of solutions between buyers and potential service providers, minimising long-winded paper-based RFP processes that rarely deliver the transformational outcomes required.

Dynamic Sourcing engagements in the public sector comprise four phases:

- The initial phase is focused on defining the Sourcing Strategy and procurement approach as well as planning and executing early market engagement.
- The second phase includes the development of a Procurement Specific Questionnaire (PSQ) and evaluation support to down-select bidders to participate in dialogue.
- In the third phase, lightweight documentation will be created to describe the critical requirements and outcomes that the Authority require, followed by high-level, then detailed-level dialogue and co-design with a reduced cohort of bidders.
- Finally, a small number of bidders will be invited to submit a Best and Final Offer (BAFO) for evaluation. A preferred supplier will be selected, leading to final negotiation and contract preparation.

Service Benefits

- Supports flexible supplier engagement focused on outcomes
- Proven expertise provides confidence in terms of timescales/quality
- Gartner's frameworks and toolkits accelerate delivery timescales
- Aligned with best practices leveraging changes to procurement legislation
- Based on Gartner's data and insights
- Delivers a flexible, agile methodology with disciplined governance
- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Service Features

- On-site or remote
- Collaborates with internal teams/bidders through interviews and workshops
- Use of Gartner insights/data/frameworks and toolkits through end-to-end procedure
- Weekly status reports against agreed deliverables and timeframes
- Final presentation to executive stakeholders

Full List of Service Features

A typical approach for Dynamic Sourcing:

- Project Plan to cover roles and responsibilities, business stakeholders, timescales and key milestones.
- An overarching sourcing strategy, identifying the best-fit service delivery model (selective vs prime vs integrator/ecosystem model, etc.) and the underpinning principles of the associated commercial model (incentives, penalties etc.) and pricing approach. The timeline and approach for each procurement under consideration will also be outlined alongside the planning, execution and gathering of feedback from early market engagement.
- Initial draft of the PSQ based on the sourcing strategy with a series of questions that allow bidders to differentiate themselves. Where required, Gartner can assist evaluators by producing a SWOT analysis of bidder submissions to support down-selection from the long list of bidders to a shortlist.
- A compliant set of go-to-market materials. In line with Dynamic Sourcing principles, this will be founded on a Request For Solution (RFS) document, which will describe the Authority's desired outcomes, including essential but non-prescriptive requirements, constraints, dependencies, etc. Gartner will lead preparation for the high-level and detailed dialogue/co-design session with the shortlisted bidders in each workstream. Working with the organisation, a workshop schedule will be devised to cover critical areas of the supplier's technical, commercial, and pricing solutions.
- Review of the BAFO provided by the bidders at the conclusion of detailed dialogue/co-design to confirm alignment with the emergent technical, commercial and pricing solution. Where required, Gartner will support preparations for the final negotiation with the contract preparation, including negotiation strategy and advice on readiness for negotiation sessions (led by the organisation).

Project Approach

The timeline will vary depending on scope, scale and complexity.

- Phase 0 — Project Initiation
- Phase 1 — Sourcing Strategy
- Phase 2 — PSQ
- Phase 3 — Dialogue
- Phase 4 — BAFO review, due diligence and final negotiations

Project Schedule

Gartner provides this service scaled according to the size and complexity of the client's procurement scope and stakeholder availability. Gartner anticipates a minimum duration of 8 weeks.