

Service Description

HMT Green Book Business Case Development

SUBMITTED BY

NORTH HIGHLAND®

10 Bloomsbury Way, Holborn, London,
WC1A 2SL

www.northhighland.com

CONTENT



SERVICE OVERVIEW

North Highland provides end-to-end support in developing HM Treasury Green Book-compliant business cases that enable our public sector clients to secure investment, demonstrate value for money, and make evidence-based decisions with confidence. Our service ensures every case is robust, strategically aligned, and fully compliant with the Five Case Model.

FEATURES

1. **Strategic Case:** Clear rationale and alignment with government priorities
2. **Economic Case:** Rigorous options appraisal and value-for-money analysis
3. **Commercial Case:** Practical procurement strategies and contractual frameworks
4. **Financial Case:** Detailed affordability assessments and funding plans
5. **Management Case:** Delivery roadmaps, risk management, and benefits realisation
6. **Board-Ready Presentation Materials:** Compelling decks securing stakeholder buy-in effectively

BENEFITS

1. **Increased Funding Success:** Robust and compliant cases will secure investment
2. **Full Green Book Compliance:** Reducing rejection risk or funding delays
3. **Strategic Alignment:** Clear case for change aligned with Departmental objectives
4. **Evidence-Based Decisions:** Data analysis and modelling enhance decision confidence
5. **Value for Money:** Economic appraisal ensures optimal public benefit
6. **Reduced Risk:** Proactive identification and mitigation safeguard successful delivery
7. **Stakeholder Confidence:** Board-ready materials secure senior leadership buy-in
8. **End-to-End Support:** From scoping to submission for seamless delivery
9. **Accelerated Timelines:** Structured templates streamline development and speed approvals

SERVICE DESCRIPTION

At North Highland, we recognise the unique challenges and complexities of the public sector, from strict governance requirements to the imperative for transparency, accountability, and demonstrable value for money. With decades of experience partnering with Government Departments, we bring deep expertise, proven methodologies, and innovative thinking to help our clients navigate these demands with confidence.

Public sector organisations face growing pressure to justify investment decisions, prove value for money, and comply with HM Treasury Green Book standards. These requirements demand more than compliance, they require clarity, credibility, and stakeholder confidence.

North Highland provides end-to-end support in developing robust business cases that meet these challenges head-on. Our approach blends sector knowledge, strategic insight, and creative problem-solving to deliver business cases that:

- Meet HM Treasury standards with precision and rigour.
- Accelerate business case development and unlock critical funding
- Inspire stakeholder confidence through clear, compelling narratives.
- Set projects and programmes up for success, driving meaningful outcomes for the public.

Our Business Case development process includes:

1. Discovery and Stakeholder Engagement

- Early engagement to understand and align on the objectives, constraints, and success criteria for the business case (i.e. type of business case and level of maturity BJC / SOBC / OBC / FBC / PBC).

2. Structured Development Using the Five Case Model

- Strategic Case:
 - Define the rationale for intervention and strategic alignment (case for change).
 - Develop a compelling narrative supported by evidence and stakeholder input.
 - Identify strategic risks, constraints, and dependencies.
- Economic Case:
 - Conduct detailed cost-benefit analysis and apply Green Book principles.
 - Model scenarios and perform sensitivity analysis to test resilience.

- Demonstrate value for money through robust appraisal of alternatives.
- Commercial Case:
 - Develop procurement strategies that ensure compliance and market competitiveness.
 - Outline contractual frameworks, risk allocation, and performance measures.
 - Assess supplier capability and delivery confidence.
- Financial Case:
 - Provide affordability analysis and confirm funding sources.
 - Build detailed financial models with accurate cost forecasts and contingencies.
 - Ensure compliance with budgetary constraints and funding streams.
- Management Case:
 - Create a comprehensive delivery plan with milestones, governance, and assurance.
 - Embed risk management and escalation processes.
 - Define KPIs and benefits realisation plans for transparency and accountability.

3. Board-Ready Presentation Materials

- Visually compelling, concise decks tailored for senior decision-makers.
- Clear narratives that secure stakeholder confidence and buy-in.

4. Quality Assurance and Compliance

- Assurance is integrated within business case development process to incorporate rigorous review processes with assurers to validate assumptions and ensure quality.

5. End-to-End Delivery

- Support from initial scoping through drafting, review, and submission.
- Ongoing assistance for revisions and stakeholder queries.

WHY CHOOSE NORTH HIGHLAND?

- Deep Public Sector Expertise: We understand the public sector landscape, governance frameworks, and funding processes.
- Proven Track Record: Our people have a wealth of experience delivering successful business cases for government clients.
- Innovative Solutions: Our creative approaches that combine compliance with efficiency and impact.
- Collaborative Delivery: We engage key stakeholders throughout to build consensus and confidence.
- Accelerated Timelines: Our structured methodologies and templates streamline development and approvals.

Result: Business cases that stand up to scrutiny, unlock funding, and help our clients to deliver measurable public value.

ABOUT NORTH HIGHLAND

North Highland is a leading change and transformation consultancy, helping organisations transform with people at the heart of every decision. Our talented teams partner with clients to navigate their most complex, high-priority, and urgent challenges. With every engagement, we make change happen, helping organisations across the public sector transform.

We support clients as they improve efficiency and productivity, modernise data and technology, and build and advance new capabilities that fuel growth and competitive differentiation. We also implement, manage and drive adoption of it all, ensuring successful translation of strategy to day-to-day operations.

North Highland offers an unblemished record of delivering leading expertise across industries, as shown by the numerous awards and accolades we have received in recent years from Forrester, Gartner, ALM and other highly regarded organisations. Firmwide, 94% of North Highland's business is with repeat clients – a testament to the high quality of our services.

ORDERING, INVOICING & TERMINATION

Our Master Services Agreement (MSA) contains our standard terms, and we start work when we have a Statement of Work signed by both parties, on a mutually acceptable date. Invoicing is monthly in arrears, unless agreed otherwise, and either party may terminate a Statement of Work or the MSA in accordance with the usual terms set out in the MSA.

GET IN TOUCH



We have a frameworks office that monitors correspondence for G-Cloud opportunities.

They can be reached directly at nhuk.frameworks@northhighland.com



You can reach us on the phone at **+44.020.7081.2544**

Please ask for the Strategic Proposals Team who will be able to deal with your enquiry directly or put you in touch with the right person to discuss your requirements.



Write, or come and visit us at our London office:

**10 Bloomsbury Way, Holborn,
London, WC1A 2SL**