

Business Case Support

Service Category: Cloud Migration Planning, Cloud Support Services

About Our Service

End-to-end and bespoke business case support service covers the development, management and independent assessment of HMT Green Book's five-case business cases for cloud-based and cloud-enabled services and systems. Extensive engineering and technology pedigree combined with strategy, data driven insight and analytics, and people-centric change providing objective, evidence-based investment cases.



Service Features

**HMT Five Case
business cases -
strategic, outline
and final**

**Economic impact
and social value
assessments**

**Cost benefit
analysis (CBA) and
cost-effectiveness
analysis (CEA)**

**Should-cost
modelling (SCM)**

**Options
development and
appraisal and multi-
criteria decision
analysis (MCDA)**

**Data analytics,
strategic insight,
financial modelling,
cost estimation and
modelling**

**Schedule risk
analysis in support
of business case
milestones**

**Technology
discovery phase
assessment and
technical due
diligence**

**Decision
optimisation,
scenario modelling,
forecasting and
prediction
modelling**

**Project and
programme
management,
knowledge transfer,
mentoring and
coaching**

Service Benefits

Compliant,
independent,
robust business
cases that fully
capture social value

Application of best
practice and
experience from
across government

Value for money
through appropriate
scaling of
complexity and
effort

Comprehensive and
evidence-based
decision making
underpinned by
detailed analysis

Capacity to simplify
complex options
through evidence-
based shortlisting

Business cases with
agile options
tailored to MAID for
defence

Reduced delivery
risk with systems
approach to project
management

Provision of models
enabling
stakeholders to
visualise and
evaluate options

Enhanced decision-
making - based on
modelled outcomes

Expert evaluation of
proposals resulting
in lower risk
decision-making

Detailed Service Definition

We are highly experienced at delivering robust evidence-based business cases to ensure the successful approval of investments to develop equipment, services or technology. Our multi-disciplinary capability brings together strategic insight with deep technical knowledge, financial assessment and complex data analysis and modelling to support investment and management decisions. We combine our systems thinking with the breadth of technical expertise and industry experience available to us from across Frazer-Nash. As a result, we form expert teams including information systems, digital transformation and cloud service experts combined with economists, business architects, numerical / mathematic modellers, and programme delivery specialists.

Detailed Service Definition (continued)

The result is a comprehensive business case support service that provides a holistic assessment and delivery of a digital transformation proposal throughout the full policy cycle (i.e. ROAMEF), including defence MAID processes and other central government departments' ways of working.

During the initial (scoping) phases we support customers in defining the strategic rationale and objectives of the scheme. We work with our technical experts to ensure the Strategic Outline Case supports GDS priorities for digital transformation. Our technical expertise ensures that the options long-list is realistic and deliverable. We are experienced in using and facilitating many decision and optimisation tools, including multi-criteria decision analysis (MCDA) to allow stakeholders to assess options, including consideration and assessment of digital transformation priorities. We develop a productive and open relationship with the assurance and scrutiny community to understand the assurance requirements and ensure that expectations are effectively managed. We deliver tailored agile options and business cases to support a 'licence to operate' style, which is often required in a fast-moving IT environment.

Detailed Service Definition (continued)

Our teams of technical experts and economics consultants have experience in preparing the economic appraisals for shortlisted options to support strategic, outline and final business cases. We develop robust and evidence-based approaches to model and quantify the net present social value (NPSV) and benefits for options, including value resulting from adherence to digital transformation priorities. Comprehensive risk appraisals and allowances for additional and optimism bias are achieved through engagement with our technical experts and the wider stakeholder community.

We provide should-cost modelling (SCM) expertise which is used throughout the procurement life-cycle to understand the cost drivers of what is being procured and, in turn, provide a reasonable expectation of how much the good or service should cost. We have developed a should-cost model to support the procurement of a multi-million-pound cloud-based IT solution for a central government department. Our numerical modelling teams provide expert optimisation analysis such as Monte Carlo simulation and sensitivity analysis. Our project and programme management experts provide support in preparation of the financial case, commercial / procurement options and programme management / delivery. We have supported organisations in delivery of digital services and systems and have experience in the specific challenges and opportunities these programmes present.

Detailed Service Definition (continued)

During the procurement phase, our project and programme management experts support the final business case by developing robust project and change management arrangements and plans. We draw upon our experience of programme delivery (including digital and cloud-based programmes) to put in place the right management arrangements to achieve programme success.

Why Frazer-Nash Consultancy?

Frazer-Nash Consultancy is an independent engineering and technology consultancy with over 35 years' experience delivering high-quality digital and cloud-enabled solutions. We support organisations operating in complex and regulated environments through our collaborative approach and deep expertise in digital engineering, software development and systems integration.

We are **solution and technology-agnostic**. We assess our clients' requirements and provide impartial advice and design solutions based solely on their needs. This independence enables us to select the most appropriate cloud technologies and architectures to deliver secure, resilient and value-for-money outcomes.

Our cloud solutions are informed by experience gained across multiple platforms, sectors and use cases. We combine proven engineering discipline with a strong understanding of integration and whole-system design to support and enable cloud adoption while managing risk and ensuring long-term sustainability.

Our Commitment to Quality

Frazer-Nash is committed to delivering consistently high-quality services and outputs that **often exceed customer expectations**. Quality is embedded throughout our ways of working, from engagement and communication through to delivery and assurance.

We actively monitor progress using our robust, proportionate controls, ensuring key decisions are subject to appropriate challenge. Each project is allocated a dedicated Project Manager, a Project Supervisor who independently reviews and approves monthly reports, and a Project Auditor for ongoing quality assurance.

We ensure accuracy and suitability for purpose of all deliverables, with independent verification by two reviewers. Our Quality Management System is certified to **ISO 9001 and TickITplus** (for software development), providing customers with confidence that our quality standards are externally assured and continuously maintained.

Our Security

Frazer-Nash operates robust security processes and controls suitable for handling sensitive and classified information **above OFFICIAL** up to and including **Top Secret**. Security is embedded across our people, processes and systems, ensuring information is protected throughout delivery.

We support sensitive and critical programmes across government and national infrastructure by applying strict information-segregation controls, including team separation to address security, or conflict-of-interest considerations

All 1500 staff hold **BPSS clearance as a minimum**, with the majority cleared to **SC** and over 225 consultants holding **DV clearance**.

Our IT systems are certified to **ISO 27001 and Cyber Essentials Plus**, providing assurance that information security risks are proactively managed in line with recognised industry standards.

Our Approach to Subcontracting

Frazer-Nash primarily delivers services through our large base of permanent staff, supplementing this capability where required with trusted partner organisations to provide additional flexibility, specialist expertise and scale while retaining full delivery control.

We are experienced in engaging and managing subcontractors across the full project lifecycle, ranging from sole traders to large multinational organisations. Our structured approach ensures the right supplier is selected for each requirement and integrated effectively into the delivery team.

Our subcontracting processes focus on robust supplier identification and assessment, clear definition of scope, appropriate flow-down of contractual terms and conditions, and proactive risk management. All subcontractors are subject to proportionate commercial and technical due diligence to ensure they meet our standards for security, quality and delivery, enabling us to deliver outcomes on time, within budget and to the required quality.



Resourcing

Frazer-Nash employs over **1,500 technical specialists** across all grades, from **Follow to Set Strategy**, providing depth, continuity and scalability across a wide range of disciplines, backgrounds and experience levels.

To support agile and flexible delivery, our people are organised into defined **technical delivery areas** (including Information Systems, Cyber, Modelling and Software), which are deployed across multiple sectors such as central and local government, policing, health and energy. This structure, combined with strong portfolio, programme and project management (P3M), enables us to actively monitor demand and adapt resourcing throughout the project lifecycle.

We deliver complex requirements efficiently, consistently and at pace by forming tailored, multi-disciplinary teams led by a single accountable Project Manager.

Our consultants regularly work across different sectors, enabling us to cross-pollinate ideas, tools and best practice between domains. Drawing on in-house expertise, such as information security and human factors, we ensure effective and responsive delivery for every client.



Our Commercial Approach

Frazer-Nash adopts a flexible and transparent commercial approach to ensure best value and a model that aligns to each client's specific requirements. We collaborate with customers to clearly define the scope of services and agree a commercial structure that is predictable, proportionate and aligned to your required outcomes and effective delivery.

Depending on the requirement, this may include a **fixed-price model for clearly defined scopes**, or **time and materials using agreed day rates** where flexibility is required to accommodate evolving needs.

For longer-term or ongoing service requirements, and where we have control over resource flexibility, we can also offer a **single blended day rate** covering a range of grades. This provides simplicity, transparency and ease of management while maintaining access to the appropriate skills at the right time.

Next Steps

To discuss your requirements in more detail or request an order for services, please contact ccs@fnc.co.uk

