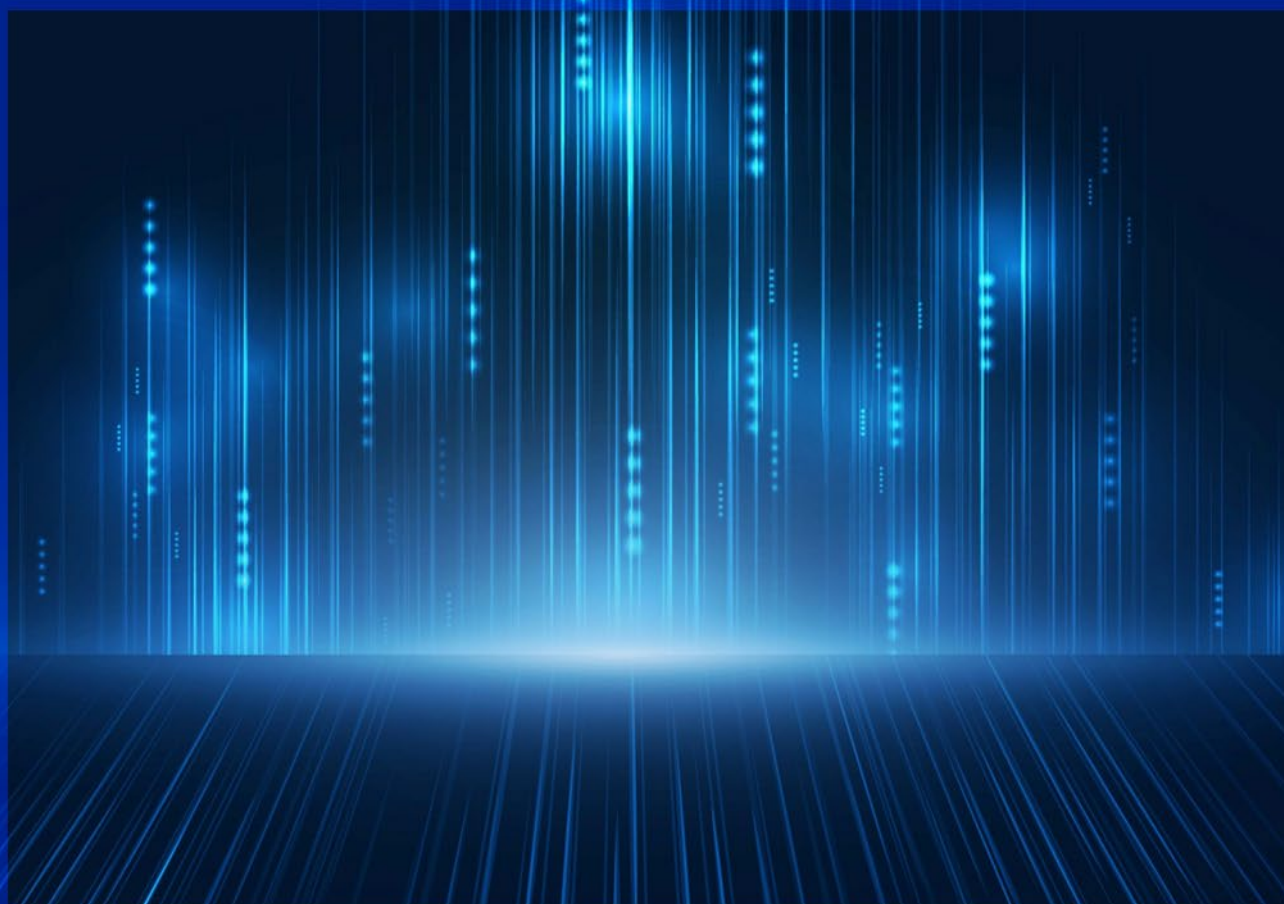


Technology Sourcing & Procurement

A KPMG Service for G-Cloud 15



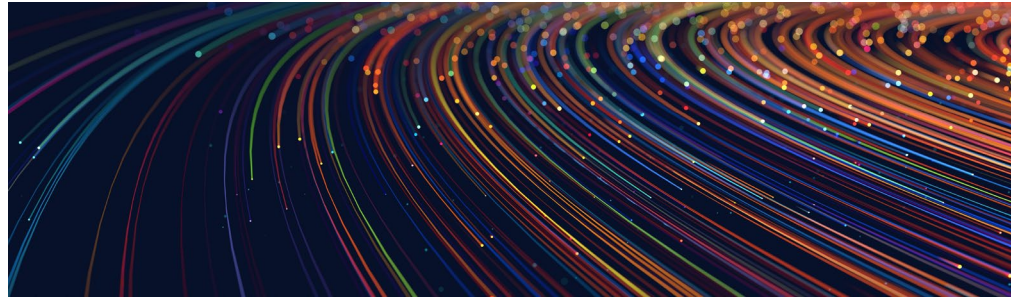
Technology Sourcing & Procurement



Service Description:

KPMG's Technology Sourcing and Procurement service combines powerful support to define your sourcing strategy with practical agile procurement experience that will define, evaluate, contract and transition you to your new services.

It's ideally suited to developing approaches to maximising the latest innovations in technology, services and commercial models. KPMG has a strong capability, with deep expertise in public sector Procurement.



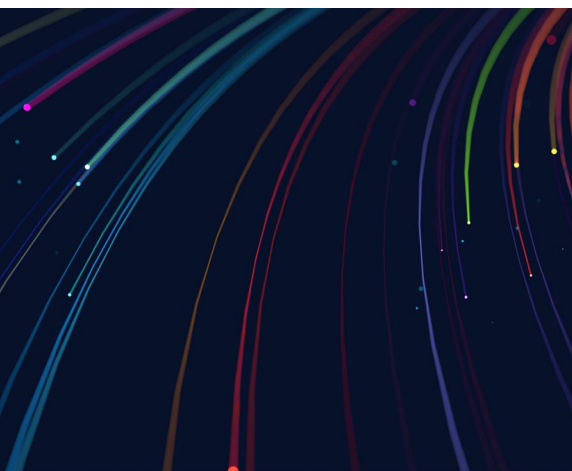
What are the benefits of KPMG Technology Sourcing & Procurement service?

- Clear sourcing direction that defines business critical services to retain;
- Market based options analysis to define future sourcing model;
- Deep capability and experience in successfully sourcing IT services;
- Access to models, processes and strategies to accelerate successful delivery;
- Strong stakeholder engagement and buy-in to in/out-sourcing decisions;
- Legal/HR experts to support negotiation, contracting and workforce planning;
- Deep expertise in public sector procurement
- Powerful, evidence-based supplier evaluation, selection, negotiation planning and contracting;
- Detailed financial modelling at the heart of the evaluation criteria;
- Transparent practical transition plans that deliver business benefits;
- Cross sector insights, trend analysis and industry thought leadership.



Our service features

- Establishing a robust definition of services and opportunities for outsourcing;
- Defining outsourcing strategy including in/out-sourced options analysis;
- Undertaking market/ industry engagement and supplier analysis to identify procurement options;
- Developing procurement documentation including business requirements, RFP, volumetrics and contract services schedule drafts;
- Building commercial evaluation criteria, scoring mechanisms and assuring results;
- Managing the sourcing process, solutioning and evaluation using agile sourcing accelerators;
- Financial modelling embedded in evaluation criteria to drive desired outcomes;
- Producing detailed actionable transition plans that ensure delivery success;
- End-to-end procurement process management by sourcing experts;
- Benefits tracking and business case delivery.
- Developing and implementing new target operating model around new suppliers.
- Developing and implementing vendor management capabilities



KPMG Approach

Our approach has been developed and evolved over the years based on our experience of working with real clients to solve their challenges. This service is based on 4 phases;

Strategy & Assessment

- **Prepare and define:** confirm the scope of work, identify any potential legal or commercial constraints, agree priorities and decision making governance
- **Assess current delivery:** gather data, produce assessments, confirm strengths/areas for improvement. Leverage technology expertise within KPMG to deliver a comprehensive view
- **Define future delivery options:** agree the services business colleagues need in the future, complete initial market analysis and identify potential sourcing options
- **Develop strategies:** agree approaches and strategies to cover; sourcing, governance, managing the retained organisation and building a supporting business case
- **Plan and align:** finalise recommendations and build practical delivery plans

Solution Building

- **Preparation and design considerations:** establish design principles, develop service descriptions, gather requirements and identify key cost drivers for business case
- **Develop RFP and provider short list:** draft procurement documentation (RFP, ITT etc) using KPMG's wealth of resources to accelerate the process, undertake initial market engagement, create evaluation criteria and supporting scoring regime
- **Finalise solution and select provider:** evaluate solutions, complete pricing analysis, select provider, confirm retained organisation and update business case
- **Negotiate and contract:** finalise "t's & c's", complete due diligence, build transition plans, agree retained organisation and workforce handling approach, obtain business case approval, sign contract



Optimisation & Re-negotiation

- **Prepare:** define scope of services, identify issues, create initial goals, inform relevant suppliers
- **Review:** read and analyse contracts to establish formal position on services/responsibilities/ obligations for all parties
- **Assess and analyse,** conduct interviews, review reporting and delivery data, undertake financial analysis, complete impact assessment
- **Benchmark:** determine aspects for comparison to industry best practice; scope of services, delivery model, technology solution, service levels and pricing
- **Report and recommend:** finalise report and make recommendations with outline plan and service/commercial impact assessments
- **Advise and support:** Provide guidance, based on contractual assessment, 'go-in' position for negotiations and the path forward; review potential negotiation scenarios; support (advise, facilitate, participate) negotiations

Implementation

- **Prepare and launch:** mobilise for transition, confirm approach/timing for transformation, establish transition governance, invoke exit arrangements, confirm readiness acceptance testing strategy and assessment criteria
- **Realign and execute:** complete process realignment, complete tooling/technology delivery, implement retained organisation strategy including, new structures, role descriptions, capability development and training plans
- **Govern and renew:** undertake benefits review and complete health checks to confirm services meeting user expectations and contractual obligations

Why KPMG

KPMG is a global leader in **technology Advisory service** with a long and successful track record in advice and application of technology sourcing and procurement methods and practices aimed at readiness and exploitation of digital, cloud and legacy technology services.

Why choose to work with KPMG?

- With many locations nationwide, **KPMG can engage locally with your team** and stakeholders but draw on knowledge and experience from our global technology Sourcing practices.
- KPMG has many **longstanding relationship and successful track record** with UK public sector clients ranging from local agencies through to front line services and central government departments.
- KPMG **understands the challenges** faced with finding sourcing solutions for clients with a mix of digital, cloud and traditional legacy technologies.
- We are a **market leader** in the delivery of successful cloud technology Sourcing engagements in complex national and multinational organisations with highly complex technology estates.
- Based on our proven experience and practical implementations, we have developed **an extensive range of reusable collateral**. This includes templates, tools, process documents, and industry examples.
- Our cloud Sourcing practice has the **capability to deliver all aspects of sourcing and procurement** and can support any subsequent delivery of strategic initiatives.
- We **deliver added value** through joint working, using our experience, insights and market knowledge to address clients' specific requirements and challenges.
- KPMG are proud of their reputation for **transferring skills to client's team, building personal and organisational capability**.



kpmg.com/uk

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