

consultancy⁺

Sheffield City Council



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Sheffield City Council were looking for a supplier to help support on a requirement from the chief executive, they reached out to Consultancy+ to see if we could support on the project.

The challenge

Consultancy+ was contacted by Sheffield City Council to support on an important requirement from the chief executive to procure an experienced meeting facilitator to plan, design, and lead stakeholder communications in the build-up to a half-day session that would bring together several stakeholders.

It was imperative they had capability and strong previous experience of managing challenging stakeholders with diverse views. This would also consist of five or six remote meetings, plus the delivery of the half-day session.

The solution

We moved quickly to support the authority and progress the niche requirement to achieve ambitious timelines. Consultancy+ ran a soft engagement exercise to review suppliers that had pedigree of delivery in high profile facilitator engagements and could accommodate tight turnaround of proposals and fees.

To combat the lack of time to engage the market, we had to review skills for high profile stakeholder management and meeting facilitators that supported the challenge of identifying the right type of supplier that had delivered in this environment previously. It was a niche requirement because such clear skills and experience was imperative.

Consultancy+ screened and shortlisted suppliers based on client set criteria, narrowing them down to a shortlist of five providers. From these five, two were taken forward to meet with the chief executive. We then had client meetings with the identified suppliers which were arranged by us.

The result

A consultancy organisation was appointed, which Sheffield City Council said, thanks to our expertise, made sure the meeting was a success and allowed all parties to be represented.

The client was glowing in their feedback and praise for the part Consultancy+ played in the project.