

Better value, delivered.



User Guide | Ref No: 1141

Managing Consultancy and Professional Services

Framework Agreement



About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide-range of services.

Established in 1974 by a group of 13 local authorities, we're one of the UK's largest public sector buying organisation and we're still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector. Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.



This is an interactive PDF

You can click on the items listed above, and they will take you to the relevant page. You can also click on **Contents** in the top right of every page and it will bring you back to this contents page.

Overview

Start date

01.10.2023

Expiry date

30.09.2026

Extension(s) (if applicable)

1 x 12 months

Contracting Authority (CA) call-off period

YPO has not set a minimum or maximum length for any call-offs created by CAs. CAs can create a call-off agreement based on the term they believe will suit their requirements

Contract notice reference number

2023/S 000-002091

Potential maximum value

£6billion

Rebate

Project Spend Value	YPO Rebate Named Supplier	YPO Rebate Named Supplier incl. Onboarding	YPO Rebate Full Service
£0-£10,999	0.80%	0.80%	1%
£11,000-£499,999	0.50%	0.50%	0.80%
£500,000-£4,999,999	0.30%	0.30%	0.60%
£5m-£9,999,999	0.25%	0.25%	0.40%
£10m+	0.20%	0.20%	0.30%

Please contact YPO or Consultancy+ directly if you wish to access the full pricing.

Geographical location(s)

National

Background to the framework

This Framework provides access to a single provider to deliver a Managed Service Provision (MSP) that meets the needs of all public sector organisations when procuring consultancy and professional services.

This is the third iteration of the framework and builds on the success of the previous publications with expansion across the public sector, refined routes of engagement and greater value for money.

This framework ensures that public sector organisations have access to consultants/ professionals in a timely, cost-effective manner and is open to all public sectors to use, including Local Authorities, Higher Education, Schools and MATs, Housing, Emergency Services and NHS.

Overview

Through the framework, public sector organisations can engage a consultant/ professional to deliver a specific piece of work over a set period of time when the skills, experience, expertise or specialist knowledge are not available within the Contracting Authority.

This can be done by an individual, consultancy agency or consultancy organisation employed on a fee basis, to deliver this set piece of work.

The Contracting Authority will appoint the Managed

Service Provider through direct award on the framework and the Managed Service Provider will then manage the Contracting Authority's requirements. The Managed Service Provider will deliver consultancy and professional services through their supply chain and will be the main point of contact for the Contracting Authority and YPO.

The Managed Service Provider has a supply chain that is fully vetted and ready to deliver the requirements across all categories of consultancy.

Lot	Description	Suppliers per lot	Method of 'call-off' contracts
01	Managing Consultancy and Professional Services	1	Direct Award



Suppliers



This is a single provider framework. If you would like to get in touch with them directly, please contact the below email address:

Services.Procurement@consultancyplus.com

Services available through the framework

There are three main ways a Contracting Authority can use the framework:

1. Named Supplier Service:

The Contracting Authority knows the consultant/professional they wish to work with, and the supplier is already within the supply chain of the Managed Service Provider.

2. Named Supplier & Onboarding Service:

The Contracting Authority already knows the consultant/professional they wish to work with, and the Managed Service Provider shall go through the process of onboarding this supplier onto their supply chain of consultancy and professional services.

3. Full service:

The Contracting Authority knows the service or the outcome they will require, and the Managed Service Provider shall support them in finding a solution or suitable consultant/professional to deliver the requirement and/or fulfil the desired outcome.

A Contracting Authority may choose to utilise the Framework on a one-off basis for each of the services outlined above, or they may seek to embed the Framework as their chosen route to market for all consultancy and/or professional service requirements within their organisation, entering into a separate call-off contract for each requirement.

Types of Consultancy / Professionals

The Managed Service Provider has the ability to cover all types of consultancy and/or professionals through the supply chain or they can deliver through their own consultants/ professionals if benchmarking is evidenced.

YPO have highlighted some key categories which relate to the consultancy services that can be delivered via the Framework however this is not a complete list and all consultancy/professional requirements should be provided under the terms of the framework and specification.

The provision of legal, financial, or compliance advice, or any advice relating to regulated sectors or activities to the Customer are excluded under this Framework or any resultant Call-Off Contract.

Examples of the key consultancy/professional service areas are listed on the right:

Consultancy/Professional Services
Care and Wellbeing
Change and Transformation
Corporate, Policy and Finance
Energy and Decarbonisation
Fleet
Health and Social Care
HR
Technology



Benefits of using the framework agreement

This particular framework agreement established by YPO allows customers to purchase a wide range of consultancy services via a single provider solution through a simple direct award process.



Single Supplier Solution:

- Consultancy+ have specialist procurement and service teams to support and understand the requirement from the Contracting Authority.
- Consultancy+ have an extensive supply chain that is actively managed and vetted.
- A Contracting Authority has the option to utilise a known consultant or professional, and Consultancy+ will support with onboarding them into their supply chain.
- Confidence that the right solution will be delivered based on the requirement.

Procurement Expertise:

- Single provider framework and easy direct award process.
- Support from YPO on understanding the requirement and services for each Contracting Authority.
- Compliant route to market with reduced timescales – customers do not need to run a full above threshold procurement if procuring via the framework agreement.
- Assured supplier standards – suppliers/providers are 'pre-qualified' as to their general suitability.
- Pre-defined terms and conditions – when awarding contracts customers have the option to use YPO's standard framework agreement terms and conditions as established or use their own terms and conditions.



Value for Money:

- Aggregation of spend – customers will receive the benefits of the aggregated spend volume and increased leverage in the market.
- Social Value to be delivered by the provider through appointment of the framework agreement. Further social value requirements can be achieved at call-off contract level.
- Value for money through a time-effective, specialised service to meet consultancy requirements under competitive pricing.

How to direct award through the framework

To access the framework agreement, customers should complete and return the Non-Disclosure Agreement (NDA) to:

HRsolutions@ypo.co.uk

There is only one awarded provider so Contracting Authorities can direct award only. YPO conducted a thorough, compliant tendering process and appointed the MSP offering the most economically advantageous tender (MEAT) to the Framework. The suppliers were assessed against the following criteria.

Criterion	Percentage weightings
Price	30%
Quality	50%
Social value	20%

How to direct award

Stage 1

Initial Customer Enquiry

- Customer contacts YPO for information
- YPO will send customer a copy of the User Guide and NDA
- Customer completes and returns NDA

Stage 2

NDA Returned to YPO

- Following receipt of signed NDA, YPO may send the customer the pricing information, specification and Framework Agreement with call-off Terms and Conditions
- Contracting Authority can then make contact with the provide to discuss the requirements in more detail
- If a call or meeting is required to discuss the requirements, YPO or the MSP are able to support with this

Stage 3

Contract Award

- Once Consultancy+ understand the requirements the call-off terms will be agreed and signed by both parties
- A direct award can be made to the managed service provider who will understand the requirements and provide the relevant approach to the service required
- The managed service provider will work with the Contracting Authority to deliver the appropriate result to the consultancy/ professional service need

Terms and conditions

The managed service provider awarded to the framework agreement has agreed to and signed YPO's standard Terms and Conditions. These can be amended by the Contracting Authority and supplier by mutual agreement to include additional terms to supplement the standard Terms and

Conditions. A variation form is included in the standard Terms and Conditions document to allow customers and to amend any terms if required. Any amendments are at the risk of the Contracting Authority.

Contact information

For further information or to discuss individual requirements, please use the contact details below:

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