



Case Study

Developing procurement expertise for Belfast Council

Introduction

In 2015, Reed Talent Solutions (Reed) were appointed to deliver all lots under the YPO HR Services and Solutions Framework (569). Lot 2 of this framework was for the provision of a national managed service solution for consultancy and professional services, and Reed were appointed as the sole supplier to this Lot. At this point in time, the model was relatively unknown and there was no spend going through the framework.

Therefore, the core focus in the initial stages of the framework was to develop a clear proposition and a robust delivery model. As such, this model was to be managed and delivered through Reed's specialist professional services business, Consultancy+. We set about developing a model that has acted as a one-stop-shop for Public Sector organisations looking to engage consultancy and professional services skills in an OJEU compliant and cost effective way

The service we offer to support these requirements is unique in the market and has a number of distinct features that set it apart from other models and other providers.

- + Largest access to skills. Utilising a blend of our existing routes to market and third party supply relationships, we were able to offer a marketplace of consultant/professionals that was far larger than any of our competition
- + Robust and compliant. Our approach to engaging with consultancy expertise was to do so in a way that protected our clients in a way that other models had failed to do. Our flexible

and robust approach to managing IR35 and our compliance checks on all engagements, means that we can offer our clients this security.

- + Expertise in professional services. Our in-house expertise around the effective delivery of supply led solutions born from our UK wide managed service business, coupled with our expertise in designing, scoping and delivering outsourced projects through our professional services business of over 15 years, meant that we could provide expert knowledge to our clients throughout the process from procurement to project completion

This approach has allowed us to work with YPO to grow the framework to manage over £12million p/a in spend for a range of Contracting Authorities. During this time, we have managed a range of requirements, from clients that want a one off service to help with a specific piece of procurement, through to clients that use us for all of their consultancy spend. Via this model, Contracting Authorities have been able to engage a range of providers and save up to 40% on their spend. Below is just one of the 30+ clients that we have supported.

Developing procurement expertise for Belfast Council

In early 2018, we were engaged by Belfast City Council to support in their requirement to set-up an efficient and dedicated procurement function within the Council. Through our innovate process and solution, they were able to engage specialist public sector procurement expertise in the form of Westminster Procurement Services. This formed the start of an excellent working relationship with clear benefits to both sides. Westminster Council could generate income from the skills and expertise they had and Belfast could get practical and targeted advice whilst keeping money in the Public Sector.

The project ran for 18 months and went from scoping and discovery, through implementation of the target operating model to handover to business as usual. Multiple expert consultants were used on a range of engagement methods (some fixed price, some more flexible) and through a blend of remote and on-site services were delivered.