



Case Study

Finding niche consultancy with Bromsgrove and Redditch

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.

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One of the key challenges facing Contracting Authorities is accessing niche skills across the country. Our unique proposition and market access have allowed us to do this across a range of areas and we are working with clients from Glasgow to Lands End. In doing so we have also supported on requirements ranging for airport extensions through to whale bone excavation.

A good example of our ability to deliver this was as part of the service we offer to Bromsgrove and Redditch Council who were looking for a bereavement specialist to help them make some key decisions around the future of their bereavement service. We were able to deploy a senior and experienced consultant to work with the Council and make some key recommendations around the future model. The feedback from the Council was that the work carried out had saved them over £2million.