



Case Study

Supporting Coventry City Council Technology and Transformation agenda

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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Transformation and technology are two of the largest challenges and strategic initiatives facing UK businesses in both the Private and Public Sector. We have helped over 15 Contracting Authorities in managing these changes specifically, through provision of services ranging from fully outsourced transformation teams to in niche requirements.

One example one of these niche requirements was as part of our service to Coventry City Council. Our requirement was to find a Power BI Consultant to engage with the Council on a 3 day basis for 4 months. The engagement would be a blend of on and off-site and needed someone with significant sector and operational experience. The Consultant that were were able to engage, not only managed and delivered the project earlier than forecast but also saved the Council 23% against the rate card benchmark.