

Transforming the way you procure consulting and interim resource

We guarantee to reduce your spend

“Peterborough’s professional services partnership has proved to be highly beneficial in our management of external expertise, from finding and hiring the right people to managing consultants’ delivery against their objectives. Having delivered substantial savings, I’m excited about the prospect of gaining further efficiencies from this solution, through ‘shared-services’ type collaboration with other organisations.”

John Harrison, Executive Director – Strategic Resources, Peterborough City Council



High level professional skills on demand

Typically Local Authorities spend between 8-10% of their non-salary budget on professional or consultancy services.

Public sector budget challenges will force Local Government to make difficult decisions about their spend. Under the spotlight is consultancy. The fact is consultancies and interims offer a skill-set which does not necessarily exist in-house. They meet the need for short term, flexible resourcing to catalyse change and lead and deliver organisational transformation programmes.

For Departmental and Service Heads, who are often already too busy delivering the day job, researching and selecting the right consultancy or interim professional, is a time consuming process.

At V4 Services, our experience of working directly for and with the public and private sector means that we have an intrinsic understanding of the situations that can arise when consultants are not properly sourced, managed and aligned to the organisation's strategic objectives.

With a proven track-record in Local Government our Professional Services Partnership solution can rapidly deliver 15% savings on overall consultancy spend and guarantee delivery.

“v4 Services are the interface between the client and ourselves. They are totally familiar with the needs of Local Authorities and work in partnership with the client to provide us with a clear brief on the outcomes required. They are efficient and effective and work with us to deliver exceptional results for our mutual customer.”

Gilli Galloway, Consultant

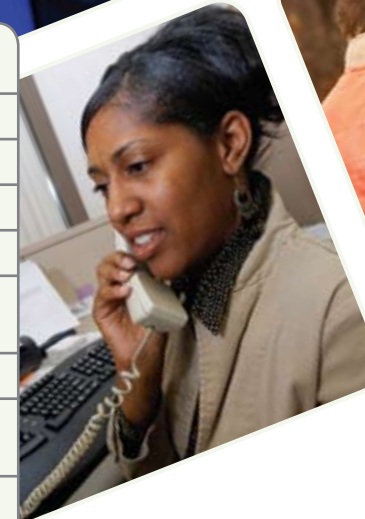


Why choose us?

There's a range of options for sourcing and selecting professionals/consultancies. We believe that our solution is unique and provides peace of mind to our clients. As a trusted partner, our goals are the same as our clients – the delivery of the best possible outcome at the lowest price.

The table below demonstrates the advantages of our approach.

Service offering	Interim Recruitment Agency	Typical Consulting Firm	V4 Services
Source interims directly	✓	✗ (rely on agencies)	✓
Supply own consultants	✗	✓	✓
Totally flexible resourcing i.e. 1-5 days, 1 – 12 months etc	✗	✓	✓
Deliver personnel based on outcomes or time and materials	✗	✓	✓
Deliver tailored pre-training in client Local Authority methods	✗	✓	✓
Discount negotiated on volume/contract length	✓	✓	✓
Open book arrangement i.e. transparency on rates and margins	✓ (Temporary staff only)	✗	✓
Scope to bring in revenue i.e. through Strategic Partnership arrangements, joint ventures with neighbouring authorities	✗	✗	✓
Unlimited access to wide ranging skill base	✓	✗	✓
Access to Intellectual Property i.e. accelerators to get the job done quickly	✗	✓	✓
Local Authority references for the Professional Services Partnership	✗	✗	✓
Provision of dedicated Client Engagement Manager with Local Authority experience	✗	✓	✓
Onsite Resource Manager	✓ (Managed Service Providers only)	✗	✓
'One Stop Shop' for all resourcing, billing and payment	✗	✗	✓



With no upfront investment, make your job easier and let us do what we're good at - you'll reap the rewards.

Your challenges become ours

Our extensive network of professionals with a multitude of skill-sets, means that we can respond quickly to your needs. We have the expertise to engage the right people to deliver a range of transformation programmes or plug the gap in senior interim positions.

What are the benefits?

- A 'one-stop shop' for all interim, programme and project management requirements
- Centralised coherent structure for procurement and management of all professional/consulting services
- Assessment of the most appropriate delivery mechanism i.e. interim v outcome-based
- Expenditure optimised for strategic priorities with authorisation in line with internal protocols
- Source, select and appoint the best person/ consultancy to get the job done
- Grow and embed internal knowledge and greater skill-sets
- Monitor performance, progress and outputs
- Risk mitigation associated with suppliers moving on
- Value for money – we know what rates to pay
- Totally flexible resourcing model
- Fully compliant procurement (e.g. with OJEU regulations, procurement legislation)
- Single point of contact for all billing and payment – plus just one monthly invoice to pay
- Open book financing – complete visibility of pricing, rates, margins so that it is consistent and fair.

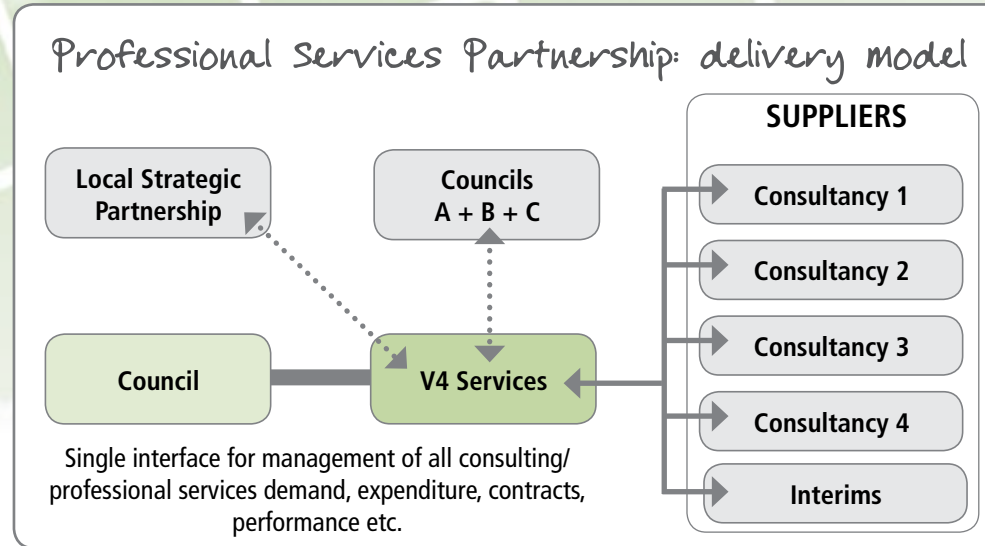


We respond quickly to your needs.

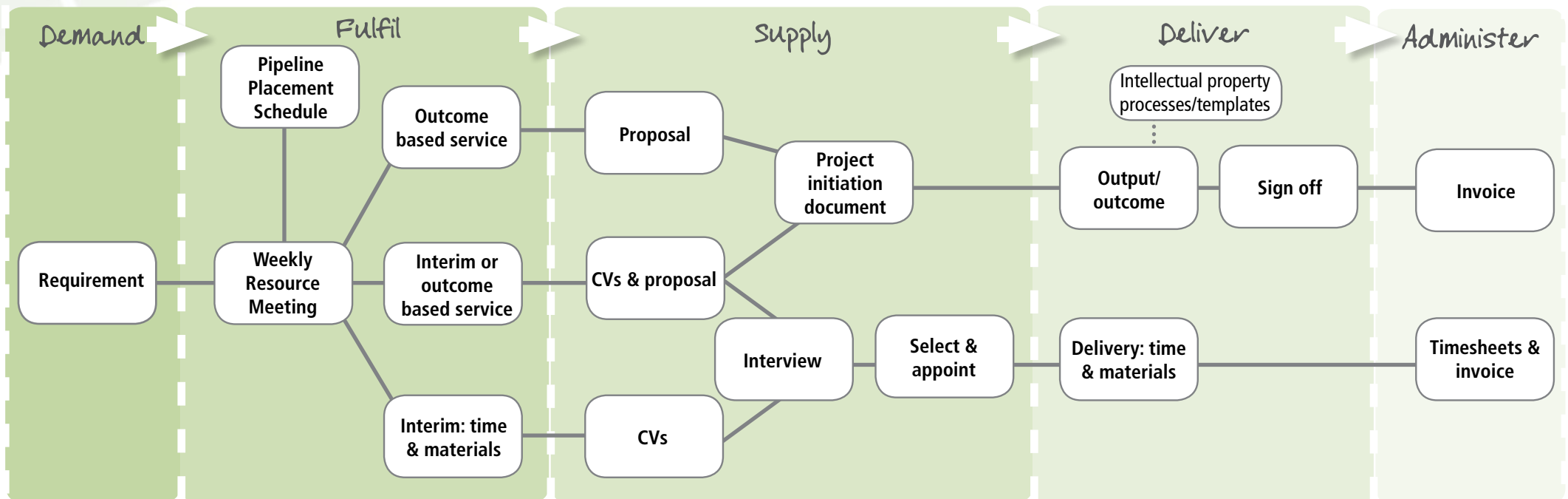
What does our Professional Services Partnership consist of?

The delivery model is tailored to meet the needs of the organisation in terms of size and expenditure. A dedicated Client Engagement Manager works closely with the client. They oversee and monitor interim placements and consultants, as well as the expected outputs and outcomes, ensuring that any issues are dealt with.

In addition, an on-site Resource Manager provides personal contact with all internal Directors and Service Heads, ensuring that requirements are discussed and met.



Day-to-day issues dealt with... but just one monthly invoice to pay.



How do we set up a Professional Services Partnership?

STEP 1

Professional and Consultancy Services Diagnostic – establish the current position

A detailed analysis of:

- all professional and consultancy services spend across the council to identify who buys what, breakdown of services, number and range of suppliers and detailed spend categories;
- procedures and processes for procuring external resource;
- establish savings profile.

The team will:

- Set up an on-site Client Engagement Team;
- Manage all external resourcing requests;
- Source, select and appoint the 'right' delivery solution;
- Deliver quick win savings;
- Establish an 'invest to save' fund to set up a Programme and Project Management Office;
- Implement a governance process to ensure all spend is approved and delivers strategic objectives;
- Administer all timesheets and invoices – the client receives one monthly invoice.

STEP 2

Achieve the optimised position

- Utilise the 'invest to save' fund to establish an interim, programme and project management resource office;
- Implement cost effective, tailor-made programme/project management software – a central repository for all project mandates, business cases, real-time and performance monitoring and benefits realisation reporting;
- Engage and train all appropriate staff.

What are the options for buying in the service?

The Professional Services Partnership can be procured immediately through a Buying Solutions Framework Agreement which is EU compliant and means that cashable savings can be delivered straight away.



The delivery model is tailored to meet the needs of the organisation in terms of size and expenditure.

About V4 Services

We design and deliver nationally recognised and award-winning business transformation/change programmes across the public sector.

With a blend of private and public sector experience, our approach is innovative and challenging. We understand our clients' key drivers and make savings quickly to re-invest in sustainable service improvement.

Our people have held senior level positions in Local Authorities and the commercial sector and bring with them an understanding of the political, environmental, social and technological setting faced by today's public sector.

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