



# Statement of work & consultancy-based services and solutions



# About consultancy<sup>+</sup>

**We are the UK's leading professional services consultancy, specialising in helping organisations implement and deliver statement of work (SOW) and consulting solutions.**

Organisations are increasingly using statement of work (SOW) to solve strategic challenges. Sharing delivery risk, accessing niche skills and outsourcing delivery, programme management office and technical expertise all make this approach increasingly attractive.

Having delivered services and solutions for over 15 years, Consultancy+ supports organisations looking to design, deliver and manage SOW contracts. We help them maximise the potential of these solutions and eliminate unnecessary risk.

We offer end-to-end consultancy from advice and guidance to implementation and delivery.

Our service covers a host of technical areas, including:

- Procurement
- Regulatory compliance
- Human resource and talent advisory
- BPO
- IT and change
- Health and care
- Change management



**We also  
boast a supply chain  
of over 1,000 specialist  
consulting partners and  
suppliers, meaning we can  
cover a broad range of  
industries and sectors  
across the UK.**

# The opportunity

**‘Total talent’ or the ‘extended workforce’ may be terms you are hearing a lot of as awareness of these concepts grows.**

Put simply, by managing all the workforce resources in your company you will gain better value, more control, reduced risk, and cost savings.

In this document, we will provide the insight you need to find the perfect solution to unlock exciting applications and opportunities.

Attitudes and styles of working have shifted, meaning organisations have a range of options when it comes to completing projects. As well as looking at the temporary and permanent workforce, more and more clients are identifying consultants as the quickest, easiest and most effective route.

With growth of over 20% reported by UK companies in SOW and consultancy spend, the importance of understanding and maximising your ‘expanding’ talent is hard to ignore.

At Consultancy+, we are experienced at guiding clients to identify their SOW and consultancy spend, processes and buying decisions. From there, we can help you access the very best suppliers and cost savings.



# Your partner of choice

At Consultancy+ we offer and support organisations with smarter ways to **buy cost effective SOW, consultancy and professional services.**

We can help you benefit from more **visibility, control, reduced risk**, impressive **cost savings** and access to the very best suppliers to deliver **tangible value.**

From using the benefits of our complimentary product, **Health Check+** to give you a snapshot of your business, to engaging Consultancy+ as your managed service programme partner of choice, Consultancy+ has the solution for you.



Experience and  
best in class



End-to-end delivery



Operational  
efficiencies



Supply chain  
management



Innovation and  
continuous  
improvement



Technology



Governance  
and risk



Knowledge transfer





# The solutions and services



**Health check+** - An immediate, free report on your SOW and consultancy spend



**Consult+** - Full insight into your company's current approach and recommendations on managing your buying decisions in a more effective way



**Together+** - A clear indication on how your suppliers are aligned to your own company values



**MSP** - Access to the very best consultants who deliver true value at the right price



**Consultancy services** - An agile, cost effective solution to quickly engage with consultants

# Health check+

**This is one of our solutions to maximise and balance your expanding talent workforce.**

**With significant reported growth by UK companies in the SOW and consultancy spend category, the importance of understanding and maximising your 'expanding' talent force is hard to ignore.**

This growth is driven by changes in the job market and the need for organisations to manage risk, guarantee quality and control costs with outcome-based solutions.

Through Health check+ we can quickly gather and review information in an easy way to provide **an immediate, free report on your SOW and consultancy spend.**

Your personalised **Health check+** report from Consultancy+ will give you a clear view of the possibility of business transformation when engaging across your 'expanded' talent force.



# Consult+

## Solutions to optimise your SOW & consultancy decisions

Organisations are starting to think about how they secure and engage their SOW and consultancy services. We recognise that once they have had their interest piqued to the **added value** and **cost efficiencies** that effective processes and sound decision-making can bring, they are often left thinking **how do we go about this and where do we start?**

Our **Consult+ product means** we can assist you to review all areas of your business and establish how you are engaging with consultants. We can advise and report back as to how your company could benefit from a different approach or by streamlining your processes.





# Together+

**Being able to answer the question 'who are you' can be tricky, especially as you need to consider your 'extended workforce'.**

Understanding your supply chain and the consultants working with your organisation is key to knowing **who you are, what you stand for and the values you hold.**

Supply chain mapping of your SOW and consultancy providers allows you to review and measure:

- Agility and scalability
- Risk
- Value
- Social values
- Identify opportunities/gaps
- Social cohesion

Over many years of delivering market leading solutions, we have developed the tools and products to support clients both in the private and public sector.

Through our **Together+** product, we can map, understand and measure your consultancy supply chain. Focusing on **social values** is a key element to **Together+** giving you a clear indication as to how your suppliers are aligned to your own company values and pledges.

# Managed service programmes (MSP)

**Organisations are increasingly identifying using consultants as a quick, efficient and cost-effective route to market. In turn, business leaders are appreciating the opportunity of having their consultancy and SOW spend delivered with expertise.**



Traditionally, this consultancy spend has been overlooked. Maximising your 'extended workforce' with a partnership or managed service programme with Consultancy+ can deliver tangible benefits and costs savings of up to 40%, including:

- Preferred supplier list (PSL) mapping, gap analysis and aligned social values
- Process review engineering
- Policy design and categorisation
- Identification of spend and commercial model to drive savings
- Ringfenced PSL based on pipeline demands
- Risk, compliance and legislation expertise
- Value through benchmarking, data and rate cards

Through our MSP solution, Consultancy+ can be your perfect MSP partner of choice.

# Consultancy services

**At Consultancy+ we have a solution or service for all your consultancy and SOW needs. However, sometimes you just need a simple solution to connect with a consultant. We can help you and your business leads engage with the very best consultants.**

By working with Consultancy+ to manage your one-off project requirements you will benefit from:

- Testing to ensure you have the most cost effective route to market
- Immediate access to a vast, fully onboarded and engaged preferred supplier list, from SMEs through to big consultancy firms
- Confidence you have the most suited and experienced consultant
- Complete peace of mind around compliance, vetting and checks
- Risk mitigation with a fit for purpose contract process, legislation and contract management
- Assurance of quality delivery
- We fully support and guide you to create the SOW with clear outcomes and deliverables
- Best value is guaranteed through our comprehensive best in class benchmarking and rate cards
- Future proofed consultants with aligned social values

So, if you need an agile, cost-effective solution to quickly engage with your consultants, we are the perfect partner of choice.



# Costs and values

**Your talent strategy and approach is key to allowing you greater control, agility and cost savings by managing this spend via a MSP or a partner of choice.**

Engaging with the right MSP is of paramount importance when looking at managing your 'extended workforce'. By seeing all your 'non-permanent' or 'flexible workforce' as one, you can benefit from better value and a truly holistic view.

By selecting an experienced and knowledgeable MSP you can be confident in their ability to drive the results you need when it comes to the following:

- Effective and optimised triaging of all requirements to ensure the best route to market
- Creating and management of your own bespoke PSL with engaged suppliers and consultants
- Benchmarked rates to deliver cost avoidance, impressive cost savings, negotiated rates based on market/skill intelligence
- Governance process agreed and in place to drive the right buying behaviours while reducing potential risk
- Signposting and hiring community support to guarantee easy adoption of the process and benefits
- Fully supported guidance to create SOW and consultancy contracts, projects and orders that are fit for purpose and suitably outcome based
- Organisational control, visibility and transparency with insightful management information and live data





It is easy to believe that by engaging a partner to deliver your SOW & consultancy solutions that this will be an added cost to the business. There are several different commercial options we offer, and we do not believe that one price fits all.

By engaging with the right MSP partner, an organisation can benefit from the knowledge, specialist advice and experience of managing and negotiating with suppliers and can start to benefit from engaging with the **best suppliers** at the **best rates** under the **best terms**.

In addition, it is also key to consider the 'hidden' spend we can discover for you and the impact we can make when we, as the experts, manage your organisational spend.

Together we can discuss what pricing option suits you best and how you will benefit from the following range of options:

- One **simple cost-effective fee** across all engagements and projects
- A fully managed service with a **monthly management fee**
- Adopt a **supplier funded model** – with zero client costs but with 100% control
- Benefit from circa **40% savings on your current supplier and consultancy rates**
- Bespoke costings to deliver services such as Consult+ and Together+

Realising the opportunity is **the first step**. Then typically it is a process of identifying the spend, categorisation of this spend and then starting to map out the current processes in place in your business. At the earlier stages, you may also want to understand the supplier or consultants being used and what your business pipeline looks like. Consultancy+ is here to guide and lead you through this process.

# Find a way forward today

**Ways of working are evolving rapidly. Seeing this opportunity and embracing it is the key for business leaders to maximise their total talent solution decisions.**

In this document, we have presented the wide-range of consultancy and SOW solutions we deliver.

As well as our know-how and impressive client portfolio, we have the digital solutions to provide access to the data for the consultants and clients alike. We blend market leading technology, with a team of dedicated specialists ready to offer support and advice. We know how to enhance and extend procurement performance, facilitate your business delivery and contribute value to your organisation.

We aim to save you time, give you access to the very best consultants and accelerate cost savings.

For organisations looking to harness true value from their consultancy and SOW engagements with Consultancy+, the path has never been easier and the benefits more impactful.





**Contact us today**

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