



cedar

Service Definition

G-Cloud

Lot 4 | Cloud Technology & Support
(Specialist Cloud Services)

PROCUREMENT AND COMMERCIAL SERVICES

 HM Government

| G-Cloud

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Founded in 2003, Cedar is a specialist services provider operating across government on high profile assignments on a national scale. Since its inception, Cedar has built and maintained an enviable reputation within the Procurement and Commercial Services field across both central and local government organisations. We are an effective partner working across the entire Public Sector keeping cost efficiency paramount in all that we do.

Cedar supply best in class Procurement and Commercial services expertise to deliver bespoke solutions. We have vast experience in multi sector, large-scale cost saving and efficiency programmes and can offer a wide range of expertise, including strategic procurement experts, commercial contract consultants and end to end procurement solutions.

Cedar has a breadth of experience of providing into all major government organisations and carries out assignments to promote best practice solutions for every likely situation. Cedar represents a broad range of clients covering, but not limited to the following sectors:

- Central Government
- Local Government
- Non-departmental Public Bodies
- Defence
- Healthcare
- Criminal Justice
- Education

Cedar is a leading provider of expert skills and resources to the Public Sector who champion change and transformation. This is led by our strategic teams across multiple disciplines and organisations with whom we form long lasting relationships where trust and delivery is key. This is championed by our network of consultants who have delivered multiple successful assignments.

We promote a culture based around the concept of 'Listen, Advise and Deliver' - we listen to our clients, understand their key drivers and advise them on the best approach to ensure effective delivery. We have a proven track record of success working with prominent Public Sector partners and are driving change in the Procurement and Commercial Services Field.

Procurement Solutions

We can provide expert procurement consultants to manage the lifecycle of buying activities for a multitude of purchasing needs. These experts have delivered tangible savings in the development of commercial strategies and can bring significant value to your business. The skills we cover are:

- End to end procurement solutions
- Purchase to Pay (P2P)
- Balanced scorecard
- Procurement strategy development
- Supplier negotiations
- Tendering activities (ITT development, competition management etc)

Commercial Management

Commercial management solutions can drive efficiency and greater structure to an organisation's business objectives. The value these expertise bring can range from commercial strategy development to vendor management and supply chain solutions. The skills we offer can provide:

- Commercial strategy development
- Commercial negotiation approach
- Cost reduction exercises and management of savings targets
- Consolidation and rationalisation programmes

Contract and Supplier Relationship Management

Contract management is often overlooked but can be the single biggest driver of savings generation for a business. We offer skills in the following disciplines:

- Supplier relationship management
- Vendor management
- Contract negotiation
- Contract exit and transition
- Management service agreements and large scale outsourcing
- Contract cost reduction and management

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Delivery of Services

Services are delivered by Cedar experts on an interim management basis and chargeable per day against a defined rate card. Please see the SFIA rate card supplied with this pack for full breakdown of associated charges.

Our network of specialist expertise can be used to find the best fit for your business needs. Your requirements will be assessed against our specialist resource network and matches identified against skills, requirements and budget.

We can offer a range of delivery approaches that best meet your needs, these include:

- A.** Fixed price solutions which can offer a cost effective mechanism of engagement;
- B.** A time and materials delivery model which can afford more flexibility if your needs are less defined; or
- C.** An outcome based delivery whereby a specified outcome is to be achieved within a predefined window.

It is best to discuss your specific needs with Cedar in the first instance so we can support you in identifying the best delivery model for your organisation.

4 Rate Card

All rates are inclusive of fees and the rate payable by the client will be inclusive of all charges (ex VAT).

Please note the fees outlined are maximums against the specialisms within the rate card and your specific requirements will be matched against this rate card once we have defined your particular requirements.

The rate card outlines different specialisms at various experience levels and gives an indication of the likely charges associated to each. The table should be used by selecting the specialism (vertical axis) against the level of experience (horizontal axis) as required. It is strongly advised that you use this as a guide but that individual client requirements are discussed on a case by case basis to assess which of these best suits your organisation.

Please see the table below, which outlines our rates as per the 'Skills for the Information Age' (SFIA) rate card:

	Strategy and Architecture	Business change	Solution development and implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow	£375	£425	£425	£400	£400	£425
2. Assist	£475	£475	£525	£475	£425	£500
3. Apply	£575	£575	£600	£625	£625	£575
4. Enable	£675	£675	£725	£725	£700	£675
5. Ensure/Apply	£725	£775	£775	£750	£725	£700
6. Initiate/ Influence	£775	£750	£775	£800	£775	£775
7. Set Strategy/ Inspire	£950	£925	£950	£925	£975	£1000



Specialist Terms/additional Information

Please note the following specialist terms of business when engagement of our Procurement and Commercial Services:

- Working day constituted as normal working hours between 0900 and 1700 (Monday to Friday)
- Consultants work to daily charge, exclusive of travel and subsistence
- All travel and expenses are chargeable as per the client's standard travel and subsistence policy.
- All costs are listed as exclusive of VAT which is charged at current market rate.
- No claims for overtime are applicable, except where agreed with the client.

Please see our standard terms of business for further details.

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