



Smarter Procurement

With the Financial Settlements adding more and more pressure on councils to reduce spending, much of the expectation is that procurement can address the issue. The Cabinet Office is negotiating with its suppliers as the armchair auditors scrutinise their spending information. When it comes to ICT we know that a good 50% of your budgets go on procurement of goods and services, and of course that percentage is much higher when the ICT services or major aspects are outsourced.

In addition we are seeing almost all authorities predicting shrinkage in workforce, accommodation and purchasing as they strive to meet the cuts. So ICT Heads of Service need to be looking at their contracts to see what flexibility they have to claw back savings from fewer licences and reduced inventories.

We know other authorities are seeking to make bigger savings from a range of approaches; outsource, in-source, collaboration and shared services. Part of the problem is how to decide which option is best for your situation. Another question is how soon can it deliver the savings, since many budgets have been cut already, you probably need to deliver savings from the start of the next financial year.

Having chosen an option, how do you make it work? How do you identify and manage the risks and avoid the pitfalls to ensure your service is not one that fails. Where you lack or loose critical staff how do you replace them? Especially if it is only short term or part time.

On top of this there is an expectation that ICT and Innovation will enable other services to make their cuts, be that via channel switching or flexible working or some other silver bullet. So many of you face new demands for investment on the one hand and a shrinking customer base, on the other. Yet you probably had a full programme of work anyway with Virtualisation, system upgrades, security audits, Disaster Recovery (DR) and Business Continuity Management (BCM) provisions to cope with already.



As if that's not enough we face a huge shift in how public sector ICT is purchased and delivered in terms of G-cloud, PSN and Government apps servers, with sector wide aggregated prices and national frameworks. Only recently Buying Solutions published the OJEU notice to kick-off setting up a national frameworks agreement to supply, implement and support Local Government applications software with different lots covering a wide range of categories.

As your customers and suppliers are facing huge challenges where new spending is contracting, **Foresight Consulting** is ideally positioned to support your procurement activities and decision making processes. Be it option evaluations, new outsource, contracts renewals and extensions, re-negotiations, implementing shared services including business cases and strategies or bringing services back in-house, we have consultants who have a wealth of experience and knowledge in these areas.

To find out more please contact us:

By email: natasha@foresightconsulting.co.uk

By e-form: www.foresightconsulting.co.uk/contact_us.html

By phone: 01245 361795