

RedQuadrant frameworks

Our current frameworks are:

- [ESPO](#)
- [NEPRO \(via Bloom Procurement Services\)](#)
- [Management Consultancy framework RM3745](#)
(known popularly as Consultancy Two)
- [ConsultancyONE \(via BMT Hi-Q Sigma\)](#)
- [G-Cloud 9 \(via the Digital Marketplace\)](#)

Most of these frameworks cover a large proportion of the work we do, and our work can be procured through direct call-off in almost all cases, or mini-competition.

For information and guidance on which contract is most appropriate, email frameworks@redquadrant.com or call John Wheeldon on 07887442487

ESPO_664 Consultancy Services

Run by: [ESPO](#) / PRO5

Summary: ESPO's Consultancy Services framework is designed to create a simple and efficient solution for those looking to procure trustworthy advice from pre-approved suppliers.

How it works: Customers need to be registered as a supplier with ESPO. This is a simple process which involves engaging with ESPO and signing the access agreement. Buyers choose the competition route appropriate to their needs.

Competition: The customer has two methods of access that will result in a contract with their chosen service provider; direct award or further competition. Lot 10 – Strategic Projects is purely further competition.

Pricing: ESPO charge a 1% retrospective rebate on the total delivery of all work, submitted by quarterly return.

Categories:

Our services are available through ESPO on the following lots:

- Lot 1 – Business Services
- Lot 2e – Revenues and Benefits
- Lot 4b – Social Care (Adults)
- Lot 4c – Social Care (Children)
- Lot 6b – Strategic IT Services
- Lot 7 – Leisure, Culture and Tourism
- Lot 8e – Housing and Housing Support
- Lot 8f – Planning, Valuation and Infrastructure
- Lot 9b – Marketing, Communications and PR
- Lot 10 – Strategic Projects

NEPRO / Bloom

Run by: [Bloom](#)

Summary: NEPRO is a fully OJEU compliant procurement offering that is auditable at every step, from business case, to approvals, to supplier performance.

How it works: Bloom manage the overall process, receive payment from the client, and pay us once delivery is evidenced (usually through the sign off of a monthly highlight report).

Competition: Buyers can choose to run a mini competition, or appoint a specific supplier. Bloom shortlist and select potential suppliers in conjunction with the client so we won't see all the opportunities coming through this route.

Pricing: There are no fixed rates to adhere to but NEPRO take 5% fee from the total charged to the client which needs to be absorbed into our overall costs.

Categories:

- Organisational & Change Management
 - Strategic Change
 - Structural Change
 - Changing Attitudes & Behaviour
 - Change Management Strategy
 - Re-Engineering Systems & Processes
 - Operational & Organisational Diagnosis
 - Effective Change Management
 - Service Transformation
 - Service Rationalisation
 - Sustainability
 - Transformation
 - Culture Change
 - Organisational Diagnosis
 - Restructuring & Managing People
 - Performance Management
 - Leadership Development
- Business Strategy
 - Business Planning
 - Service Transformation & Rationalisation

Management Consultancy framework RM3745

Run by: [Crown Commercial Service](#)

Summary: This framework, the successor to Consultancy One, provides a compliant, cost effective way for central government and the wider public sector to access a variety of consultancy advice from a wide range of suppliers.

How it works: As lead bidders on the framework we will receive all opportunities and circulate them to our pool of sub-contractors as appropriate.

Our consortium of subcontractors currently consists of the Public Service Transformation Academy, Whitehall & Industry Group, Skills for Care, NCVO, Lifethrive Limited, Fractal, Citizens Online, Catalyze, Browne Jacobson LLP, Breaking Blue Research, Basis, Arrk, Aldaba, Adaptus Consulting LLP, and Quadrant Resourcing.

Competition: The majority of opportunities we will see will be open to everyone on the lot. There are two different ordering procedures provided within the framework, but further competition is the default option. For contracts less than nine months duration direct award is available by following the criteria set out in the framework.

Pricing: There is a CCS management charge of 1% of all charges for the services invoiced to contracting authorities through the framework (net of VAT).

Categories:

The services of RedQuadrant and our consortium are available from 21 November 2017 on the following lots:

Lot 4 - HR

Advice on HR for the management, implementation and client side delivery of HR policies and programmes to support HR and Corporate strategies. This includes consultancy on role design, organisational strategy, change and development of people policies, strategies and objectives to support new structures. Development of performance management and cultures to build organisational, team and individual performance.

Lot 5 - Health and community

Covers a wider range of areas, including:

- Social and public health policy
- Housing needs, supply, funding and support
- Hospital management
- Primary care
- Learning disabilities and related conditions
- Charity and Third Sector Organisations (TSOs)
- Mental Health
- Judicial and community support
- Policing and security
- Substance misuse and addiction
- Alternative Delivery Model

- Capital Asset Strategy

Lot 8 - ICT and Digital

Advice and ICT expertise for the development of strategy, pre design solutions and assurance of implementation for ICT business improvement projects to assure delivery. This includes but not exhaustively ICT health checks, strategy development, requirements specification, system design and implementation to a controlled steady state, underpinned by ISO 9001 QMS and ISO 27001 Information Assurance processes.

ConsultancyONE

Run by: [BMT Hi-Q Sigma](#) (for us), CCS overall

Summary: ConsultancyONE provides strategic, broad based advice across a wide range of disciplines and functions to support, guide and provide innovative solutions to public sector customers. For central government organisations - departments, arm's length bodies (ALBs) and non-departmental public bodies (NDPBs) - this framework is the mandated route for the procurement of consultancy services within scope, between £100k and £2m in value.

How it works: BMT Hi-Q Sigma are the prime bidders on the framework. They receive all opportunities and circulate them to their pool of sub-contractors of which we are one. We are provided with specific timescales within which to confirm our interest in leading on submitting a proposal and the resulting work. BMT manage the overall submission and communication with the client in the procurement phase. They give us a deadline (usually two working days before the submission deadline) for us to return our completed proposal and commercial sheet to them.

Competition: The majority of opportunities we will see will be open to everyone on the lot. Expressions of interest are getting more common, so buyers are able to see who is interested and shortlist appropriately. We are also able to point clients towards using a direct award via the framework.

Pricing: as a subcontractor we negotiate and agree rates with BMT.

Categories:

BMT are registered on ConsultancyONE on the following lots:

- 2.1 Policy Development and Advice
- 2.2 Organisational Strategy
- 3.1 Change Management (PPM)
- 3.3 Procurement

G-Cloud 9

Run via: [Digital Marketplace](#) (CCS)

Summary: G-Cloud is specifically designed to provide cloud support services to help clients set up and maintain your cloud software or hosting services.

How it works: We have listed a number of specific, defined services on the Digital Marketplace. These are searchable and buyers need to search for the most appropriate service to meet their needs.

Competition: Buyers need to undertake a tracked search to refine their options based purely on the service that suits them. They can offer a direct award if they find an appropriate service or conduct a further competition where necessary.

Pricing: Our standard rates are shown on the digital marketplace. The management charge for G-Cloud is currently set at 0.75% of all charges invoiced to buyers (excluding VAT).

Training

The training services we offer include:

- Service transformation training for Cloud service (accredited)
- Business analysis – IT as part of Service Design;
- The Agile Master in Public Services – (accredited and non-accredited version)

This can be offered in a training format at the unit-based training rate or on a consulting basis based on the charges specified in the rate card.

Categories:

We have nineteen services listed on the Digital Marketplace via G-Cloud 9:

- Building a business case for channel shift for transition to cloud services
- Certified Agile Master – in public services
- Change navigation and ‘breaking the shell’ for transition to cloud services
- Contact channel strategy for transition to cloud services
- Customer contact healthcheck for shift to cloud services
- Customer insight for transition to cloud services
- Customer segmentation for service transition to cloud
- Delivering channel shift to the cloud and realising benefits
- Demand analysis for transition to cloud services
- Digital service transformation business care review and workshop
- Enterprise architecture for transition to cloud services
- Estimating digital service uptake rates and digital inclusion needs
- Programme, portfolio and project management
- Project acceleration (technical business analysis and Agile improvement)
- Rapid agile prototyping
- Resource optimisation for transition to cloud services
- Scrum for service design (people, IT & cloud)
- Service design for transition to cloud services
- Training - Service Transformation Masterclasses