



Department for  
Business, Energy  
& Industrial Strategy

## Outcomes

- ✓ Crown Commercial Service Framework procurement route
- ✓ Equality, diversity and inclusion support
- ✓ Transparent, controlled cost model
- ✓ Flexible & scalable solution
- ✓ IR35 friendly
- ✓ Single supplier management
- ✓ Swift access to specialist capabilities
- ✓ Monthly MI Reporting

## Capabilities

- Delivery management
- Product management
- Business analysis
- Data analysis
- Technical architecture
- User research
- Service design
- Software development

# Capability Delivery Partner

## Challenge

The Department for Business, Energy & Industrial Strategy (BEIS) identified that there were key capability gaps within their delivery plan for the soon-to-be procured cloud-based system (PMRV) and National Kyoto Protocol Registry IT System. Coupled with the implementation of these new IT systems, BEIS also identified a lack of required support within the Policy, Communications and Stakeholder Engagement workstreams across a number of teams (i.e. Hydrogen, Business Support, Industrial Strategy and Decarbonisation).

In order to supplement their current delivery team, BEIS needed a supplier who was able to swift access to appropriately security cleared resource across multiple skills. Their traditional approach of engaging with resource providers was cumbersome, and recruitment of permanent staff (including internal mobilisation) was time consuming and limiting (i.e. limited skills available within the department). BetterGov met with the Deputy Director of Industrial Energy at BEIS and we were able to further discern the challenges BEIS faced and created a cost effective, time efficient and sustainable solution.

## Solution

Through a competitive tender process via the CCS Digital Marketplace, BetterGov were successfully appointed as the chosen supplier to provide specialist resource through our Transformation Delivery Partner service with BEIS appreciating a reduced rate card due to a single supplier agreement.

Our proposal allowed BEIS to procure our services through an approved framework, under an overarching agreement with flexible capability utilisation. The agreement also provided swift access to both technical and non-technical specialist capabilities. BetterGov were able to deploy consultants onsite within two weeks of contract signature, addressing the need for key expertise, required immediately and within budget. Having a single reliable and responsive supplier, with one senior point of contact and consolidated approvals and invoicing, notably reduced the supplier management effort from BEIS staff, freeing up valuable time to be spent on more business critical tasks.

After the initial cohort was deployed, BetterGov were able to work more strategically with BEIS to manage pipeline skill demand and identify opportunities for upskilling and knowledge handover to current civil servants working on these particular programmes.



5 days from contract signature to team mobilisation and deployment

“ We found BetterGov staff to be professional, both proactive and responsive and truly having our best interest in mind. They have a fantastic ability to provide quality capability across digital, design and deve across digital, design and development

