

Commercial Interchange Programme – Organisation Selection Criteria

Purpose:

Identify corporate organisations to participate in the Cabinet Office Commercial Interchange programme through a transparent and consistent approach. The process described in this document will be applied to each organisation that expresses an interest. Expressions of interest should be made in writing to flexibleresourcing@cabinet.office.gsi.gov.uk stating in no more than one page why they wish to participate in the programme and why their staff have the skills and experience the Cabinet Office would be interested in. Organisations should also set out how they believe they would benefit from hosting Cabinet Office staff and what they would be able to offer them.

The programme will remain open indefinitely. However should the programme attract high volumes of interest the Cabinet Office reserves the right to withdraw the opportunity to express an interest. In the event that more opportunities for organisations to join are created, the programme will be re-advertised.

Criteria assessment:

Assessments will be based on the information available via the expressions of interest and/or details from official organisational websites. Organisations demonstrating at least three out of the four criteria will be contacted.

Selection Criteria:

Criteria description	Criteria Demonstrated YES / NO <i>(justification provided)</i>
<p>The organisation has the range of required commercial skills that have been identified by the Cabinet Office. Examples include:</p> <ul style="list-style-type: none"> • Business modelling – mergers and acquisitions • Corporate finance and financial modelling • Business transformation and business case development • Complex and high level negotiations 	
<p>The organisation is known for their creation of better or more effective products, processes, services and technologies, or ideas that are accepted by markets, governments and society. Examples include:</p> <ul style="list-style-type: none"> • Lean Processes • On-line and digital services • E-procurement 	
<p>The organisation operates working practices that re-enforces the culture and behaviours that are required to support the Civil Service reform agenda. Examples include:</p> <ul style="list-style-type: none"> • Focuses on outcomes not processes • Entrepreneurial • Understands and takes studied risks • Collaborative across boundaries – involving others and sharing • Prioritises self-learning and development 	
<p>The organisation has a positive reputation, demonstrates core Civil Service values and there are no conflicts of interest at an organisational level.</p>	