Smart Tech buying

How the Crown Commercial Service = Commercial Common Sense

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Why commercial matters

Circa £160bn spend p.a. on goods and services across the public sector

Circa £40bn spend p.a. on goods and services in central government

Imperatives

Saving money to support deficit reduction

Saving money to protect front line public services

Supporting economic growth

Enabling innovation and new delivery models

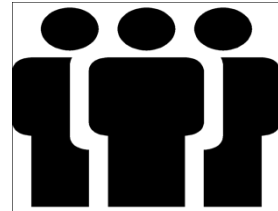# Establishing specialist capability in CCS

Technology

- Network Services
- Cloud & Digital
- Tech Products & Tech Services
- Software Licensing

Buildings

- Property
- FM
- Energy

People

- Professional Services
- Consultancy & Contingent Labour

Corporate Solutions

- Travel
- Fleet
- Communications
- Financial Services

- Our focus - accelerating savings through taking a more strategic approach

- Listening to customers and suppliers

Technology - Strategic Context

Government Drivers

1. Economic growth (small business agenda)
2. Driving better business outcomes for customers + savings
3. CCS as a service to departments and wider public sector

Govt. Digital Transformation

Deliver better public services
for less cost through strategies including:

- Creating "Government as a platform"
- "Digital by Default"
- "Cloud First"

People — Aspire to "develop high performing team"

Markets — Influence "top 25 supplier negotiations" for enhanced VFM

Spend, Savings, Governance — Generate "savings for the nation"

Service — Provide "exemplar customer experience"

- Support
- Government Digital strategy and
- Digital Taskforce Portfolio
- On-board/transition departments

Reducing cross-government agreements

Category	Framework	Commercial Vehicle
Cloud and Digital	**Digital Services**	**RM1043**
Cloud and Digital	**G-Cloud**	**RM1557**
Network Services	**Network Services**	**RM1045**
Network Services	Managed eMail	RM1085
Tech Products & Services	**Technology Products**	**RM1054**
Tech Products & Services	**Technology Services**	**RM1058**
Tech Products & Services	Enterprise Application Support Services	RM1032
Tech Products & Services	Local Authority Software Applications	RM1059
Tech Products & Services	Corporate Software Solutions	RM1042

- In procurement - Digital Outcomes and Specialists (formerly Digital Services 3), Cyber Security (*alpha*)
- To be refreshed - G-Cloud 8, Technology Products 2, Technology Services 2
- Coming soon - Contact Centre Please check website for latest details of agreements.

Technology's 7 service principles

1. Start with user needs: both buyers and suppliers

2. Design simple, competitive, innovative commercial solutions and opportunities

3. Provide clear commercial insight that helps make savings

4. Grow the government supply chain

5. Use technology and digital solutions to improve the buying process

6. Support open data expansion and open source creation

7. Maximise the Crown's buying power

G-Cloud or Digital Services?

G-Cloud

➢ Commodity services

➢ Direct award

➢ Supplier T&Cs

➢ Supplier IPR/Source code

➢ No agile development configuration only

Digital Services

➢ Bespoke services

➢ Further competition

➢ Government T&Cs

➢ Customer IPR/Source code

➢ Agile development - iterative

Thank you!

For further information

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