

Strategic Partner for Procurement and Commercial Support Services



Bristol City Council (BCC) have an in-house procurement and commercial client-side service that provides procurement support to the council. The client-side services has been in transformation. The council sought a strategic partner for procurement and commercial support to complement the client-side services team. V4 Services (V4S) were awarded the contract and are now delivering strategic procurement and commercial support.

Design Principles

V4 Services were awarded a contract to support the transformation of BCC Procurement and Commercial Services function into a target operating model of a newly reorganised team with strategic procurement support from V4S. Working with BCC and to a budget the core design principles were split into People – consultative and engaged approach across the council, Process - V4S support more strategic risk projects, Contract Management – alignment of contract management across the council and Resilience - bring additional capacity and competencies into the team with added flexibility.

The solution

V4S working with Atebion Solutions have deployed our delivery management methodology. This is designed as the establishment, delivery, supervision and interaction of the people, processes and technologies, which when combined provide the business and commercial expertise needed to successfully deliver what clients require when using a business consultancy.

The outcome

We designed a service that creates value by improving those relations between procurement and client-side services with key divisional stakeholders helping them to think strategically about procurement, doing this has helped improve relationships and the importance of good procurement to deliver savings and efficiencies to the council.

We assembled an experienced team of procurement professionals to work with Bristol City Council Procurement and Commercial Team. We implemented our contract review process (Fig 1) for milestone 1, reviewing a range of long-term contracts providing BCC with an overview of their long-term contracts and identifying those that had opportunity for renegotiation or to change the supplier relationship.



**Local knowledge,
business expertise and insight**

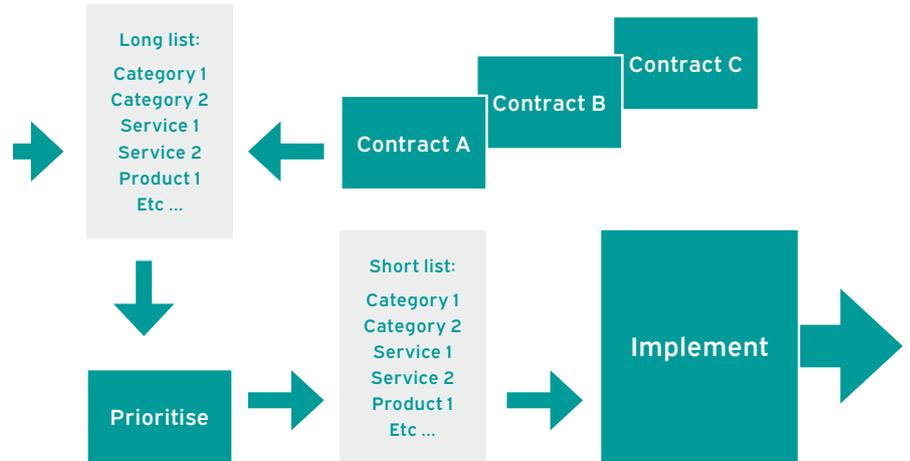
- Data extraction
- Data cleansing
- Apply category coding structure
- Data analysis
- Opportunities identification & report

Contract review

- Stakeholder engagement
- Contracts collection
- Contracts repository
- Matched with spend to create a complete picture



Fig 1



COVID-19

Following the COVID-19 outbreak it became more apparent local authorities have for many years run operations at full capacity, ordered from suppliers that aligned to minimize costs, worked to just in time and just good enough and this has worked well. However this has not helped businesses survive or thrive through the pandemic. What is needed is resilience for suppliers to survive the long-term effects and both buyers and suppliers will need to shift their strategic thinking. V4 Services are supporting BCC as they aim to deliver a target operating model.

Get in touch

We'd love to talk to you about your project

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