

# Consultancy Value Programme

## CVP – The Consultancy Value Programme

### Procuring Consultancy – The Challenge for Government

The NAO report Central Government's Use of Consultants (Dec 2006) made specific recommendations where Central Government can improve the way it assesses the need for, procures, and uses consultants.

In response, and following a comprehensive review of the use of consultancy within the public sector, the Consultancy Value Programme (CVP) has been launched by the OGC in collaboration with Government Departments, to ensure that better value for money is achieved from consultancy within Government.

CVP is about ensuring a consistent, controlled, and effective use of consultancy within Departments – making Government a more intelligent client. Above all, it will offer departments significant potential savings.

CVP will only be effective with full Departmental engagement. The Programme provides a range of initiatives and tools to help procurers and end users of consultancy to help identify when consultancy is the best solution, to ensure the procurement business case is robust, and to feel confident they are extracting best value out of the relationship.

Cross Department collaboration will help ensure value is gained from every consultancy engagement and where appropriate project outputs, lessons learned and supplier intelligence is shared.

### What does CVP comprise?

The Programme comprises a series of practical toolkits and solutions for procurement professionals to draw on when considering the use of consultants:

- A standard business case format supported by checklist of essential considerations Departments will have to use when taking on consultants:

*Used across Government this will provide a consistent approach to consultancy procurement and improved assurance for its successful delivery.*

*The format enables identification, delivery and measurement of value throughout the consultancy engagement.*

- A revised and consistent definition of consultancy;

*Enables the right identification of the consultancy requirement, the appropriate selection of service providers and improved accountability of consultancy spend.*

- Gate & Governance

*Using a 'Gate' process, as part of the business case approval will encourage joined up working between Departmental commercial, procurement, HR, finance & business units and demand management at source*

- Pricing

*Improving the visibility of consultancy pricing and the components that dictate price will enable departments to be better informed of the price they should expect to be offered.*

- Consultancy performance reviews

*A standard post assignment review process will enable departments to provide the evidence as to whether the deliverables have been achieved, the benefits have been realised and measure the value delivered from consultancy assignments*

- Master class

*Attending a master class will equip senior buyers and end users of consultancy services with an improved understanding of the consultancy business model, including how prices can be influenced. The master class aims to ensure consultancy assignments are both successful and lead to improved value for money.*

## For CVP support...

For more information on CVP contact your Departmental Commercial or Procurement team – or the OGC Service Desk on 0845 000 4999 or email [cvp@ogc.gsi.gov.uk](mailto:cvp@ogc.gsi.gov.uk)