



Departments should complete this form for potential changes to existing Lot 1, 2 or 3 engagements. Completed forms and any queries should be directed to [fst-consultancy@cabinetoffice.gov.uk](mailto:fst-consultancy@cabinetoffice.gov.uk)

Change Request details	
ICU engagement ref #	072C
Requestor	
Request date	30/09/2020
Current approved value for the engagement	£1,744,508.00
Proposed new value for engagement	£1,744,508.00
Reason for change	<p>Additional 3 weeks needed to ensure sign-off on all deliverables. This includes:</p> <ul style="list-style-type: none"> <li>• 1 week for DIT to provide any remaining final comments (consolidated by DIT and provided by Pillar leads in one final round of feedback) to PwC and OCO. All comments are expected to be minor and not of material change to the scope of deliverables currently provided. (Completed by Friday 9<sup>th</sup> October 2020)</li> <li>• 1 further week for PwC and OCO to respond to and address DIT comments. (Final versions of all deliverables to be provided to DIT by Wednesday 14<sup>th</sup> October 2020).</li> <li>• 1 further week for DIT to secure SCS sign off of all deliverables (completed by Wednesday 21<sup>st</sup> October 2020)</li> </ul>
Change in funding source?	N
Purchase order number	No change to PO

This change will not result in any change in resource.

For reference, the table below outline current status of sign-off on Investment deliverables:

Deliverables		
7	<p><b>D1:</b> Recommendations of economic priorities (or missions) for DIT, - drawing upon prior work incl. Defend and Future Economy project</p> <p><b>D2:</b> A repeatable model and process for the operationalising of the economic priorities with DIT, that incorporates feedback from appropriate</p>	<ul style="list-style-type: none"> <li>• Complete and signed off by Pillar lead.</li> <li>• Requires final SCS sign off.</li> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>



	governance groups. The model is to be supported by appropriate guidance for usage and how changes to inputs will be managed. The model will need to be agile.	
	<b>D3:</b> A clear set of well-defined priority investment opportunities, plus a target list of companies for DIT to pursue; guidance on updating this periodically.	<ul style="list-style-type: none"> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>
8	<b>D1:</b> Investment Policy Prospectus (deliverable handed over to team)	<ul style="list-style-type: none"> <li>• Additional time required to review, and incorporate feedback and for pillar lead to sign off</li> <li>• Final SCS sign off required</li> </ul>
9	<b>D1:</b> Economic analysis on the value-add / impact of HMG services to these investor audiences	<ul style="list-style-type: none"> <li>• Complete and signed off by Pillar lead.</li> <li>• Requires final SCS sign off.</li> </ul>
	<b>D2:</b> Competitor analysis: A gap analysis of DIT's offer against best practice and recommendations for DIT's service offer for top-tier investors	<ul style="list-style-type: none"> <li>• Complete and signed off by Pillar lead.</li> <li>• Requires final SCS sign off.</li> </ul>
	<b>D3:</b> A service offer for top-tier investors as described in point a) above including a channel strategy	<ul style="list-style-type: none"> <li>• Complete and signed off by Pillar lead.</li> <li>• Requires final SCS sign off.</li> </ul>
	<b>D4:</b> Business Operating Model: Recommend an appropriate business operating model (that works effectively with the changes proposed in the 'Optimise and Scale' target operating model work developed in the investment services transformation review). <i>Deliverable will include D7 and D8 in an annex</i>	<ul style="list-style-type: none"> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>
	<b>D5:</b> A channel strategy that aligns all segments	<ul style="list-style-type: none"> <li>• Complete and signed off by Pillar lead and SCS [REDACTED]</li> </ul>
	<b>D6:</b> A green book compliant business case to secure funding from HMT to implement the above described operating model and service offer	<ul style="list-style-type: none"> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>
	<b>D7:</b> Implementation plan: A plan for phased implementation and rollout of the business model and service offer including change management planning	<ul style="list-style-type: none"> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>
	<b>D8:</b> People and change plan: single assessment of business change and people implications, impact assessment and transition plan	<ul style="list-style-type: none"> <li>• Final output expected COP 30/09.</li> <li>• Additional time required to review feedback and for pillar lead sign off</li> <li>• Final SCS sign off required</li> </ul>



<b>4</b>	<b>D3:</b> Supplementary report: Alignment with Investment Services transformation review	<ul style="list-style-type: none"> <li>Complete and signed off by Pillar leads ( [redacted] and SCS [redacted])</li> </ul>
<b>Additional Work</b>	Outline for external facing investment strategy	<ul style="list-style-type: none"> <li>Final output expected w/c 5<sup>th</sup> Oct</li> <li>Additional time required to review feedback and for pillar lead sign off</li> <li>Final SCS sign off required</li> <li></li> </ul>
	Outline for internal facing investment strategy	<ul style="list-style-type: none"> <li>Final output expected w/c 5<sup>th</sup> Oct</li> <li>Additional time required to review feedback and for pillar lead sign off</li> <li>Final SCS sign off required</li> </ul>

Signatures		
Department	Supplier	Cabinet Office / EUEICU
[redacted]	E [redacted]	By [redacted]
Department for International Trade [redacted] [redacted]	PwC [redacted] [redacted]	Cabinet Office / EUEICU [redacted] [redacted]