NSoIT(D) Commercial Lead-

NSOIT(D) Commercial LEAD – Deployed & Interoperability Services – senior COMMERCIAL RESOURCE required TO SUPPORT NSOIT(D) PROGRAMME DELIVERY

**Requirement/ Outputs**

1. Below are the high-level requirements that this contracted resource within the NSoIT(D) programme will be procured from a Commercial perspective to lead on and deliver.

Working as part of the DD Commercial team, directly supporting D&IS, leading the existing Commercial management of key OpNet contractual requirements across various contracts, the objectives of the Commercial Lead will include, but not be limited to, the following:

Commercial activities include (but are not limited to):

• Lead on the drafting of ITTs (Schedules, Terms and Conditions) where needed.

• Provide effective assessment and execution of all contractual deliverables relating to re-procurement activity.

• Develop Procurement Strategies.

• Complex issue resolution.

• Cabinet Office engagement.

• Ensuring alignment with the Outsourcing Playbook.

• Identification of wider programme interdependencies.

• Develop the Contract Management Plans.

• Lead on Commercial evaluation of ITTs including managing the clarifications processes and preparation of Commercial Strategies.

• Providing assurance, remediation, coherence and increasing best practice throughout the OpNet portfolio.

• Commercial risk assessments.

• Producing Commercial Stakeholder and communication plans.

• Engage and manage scrutiny stakeholders and provision of necessary evidence artefacts.

• Market engagement to ensure a competitive supply base.

• Market engagement to establish a commercial model that incentivises suppliers to deliver in an ever-decreasing demand environment.

• Influence the requirements pricing model to drive value for money.

• Ensure an effective transition from tender to contract by ensuring all artefacts are in place.

• Ensure all commercial artefacts are maintained and provide knowledge transfer to future contract manager.

• To ensure the approvals and assurance processes, both local and departmental, are applied with rigour to all Proposed Procurements.

• To monitor supplier performance and keep Line Management & Head of Commercial aware of all issues through the Head of Commercial Supplier Management Point of Contact.

• To share knowledge and mentor other commercial staff in order to develop the commercial functional skills base.

• To provide ad hoc commercial support to colleagues.

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| **Period Jan 2023 – June 2023** | | | |
| **ID** | **Client Objectives/ Milestones** | **Proposed Activities** | **Target Delivery Date** |
| 1 | **702004450 - Crimson Bridge – implementation/ startup and Contract Management lead** | Commercial lead for the new Crimson Bridge Contract.  Develop Implementation and Contract Startup processes and artifacts.  Develop Contract management processes and artifacts. | **Commencing 1st Jan 2023, due 20th June 2023** |
| **2** | **Commercial Subject matter expert for additional deployed contracts and concurrent framework procurements.** | Commercial Subject matter expert for additional deployed contracts and concurrent framework procurements.  Deliver the procurement of new deployed requirements.   Deliver expert advice to the Commercial team.  Deliver Change activities and Contract Management for existing Contracts. | **ED – 20th June 2023** |
| **3** | **Full Knowledge Transfer/Handover to Crown Servant upon completion of engagement** | Handover pack to be discussed and agreed at the commencement of the handover period. Likely to contain the following: Information and access to all relevant spreadsheets and files; project deadlines and status updates; list of key contacts – customers, clients, stakeholders, managers, and any ongoing issues affecting the projects. | **16th – 30th June 22 (alongside ongoing activities).** |