

Our Solution



Statement of Work (SoW) is emerging as the de facto approach that helps provide a solution to the procurement challenges that Public Sector organisations face.

A SoW makes clear what work will be completed, and who is responsible for completing it either within your supply chain or internally. It also clearly outlines objectives, key project milestones and when payment is due in line with measurable project outcomes.

Statement of Work is an effective solution whether it is mandated by an organisation or is carried out ad hoc. However, for competition and cost reduction to be most effective, the process needs to be centrally managed, organised and controlled. It also requires access to a wide range of suppliers.

Matrix Milestone: a managed marketplace approach – available via the epf

We provide a market-leading solution for procuring Statement of Work services with Matrix Milestone. It is a marketplace where public sector organisations can access a dynamic supply chain of organisations and service providers who are primed to deliver the services required in line with pre-agreed, measurable targets. Our approach is focused on outcomes and deliverables, so you only ever pay for services which get delivered.

All the suppliers in our network are accredited and pre-approved in line with public tendering regulations. This continuously evolving supplier community ranges from nationally and internationally renowned companies through to smaller businesses that support the localisation agenda. These include SME, start-up, micro-businesses and social enterprise suppliers that deliver against the robust demands of the newly revised Social Value Act. As a Neutral Vendor, we are committed to delivering optimum value through competition within this community.

We are also continually expanding our supply chain and have a streamlined process for onboarding suppliers. This ensures we are always able to meet new emerging and local geographic needs. If you are a new customer, we can also onboard your existing suppliers, with around 97% joining the Matrix Milestone supplier community.

Our approach also provides you with the option to engage with our marketplace on different levels. You can choose a fully automated solution with low touch support from our team of procurement specialists, or a high touch solution where we add value at every stage of the process.

Our Full Service

Specification development

We work with you to develop and create the brief and Statement of Requirement, ensuring that it's in line with best practice, encourages good tender responses, delivers results against agreed expectations, and clearly defines the milestones and outcomes that the project will be delivered against.

Supplier identification

We use our expert knowledge to help you review and identify a shortlist of potential suppliers – identifying and onboarding new suppliers as needed.

Tender process management

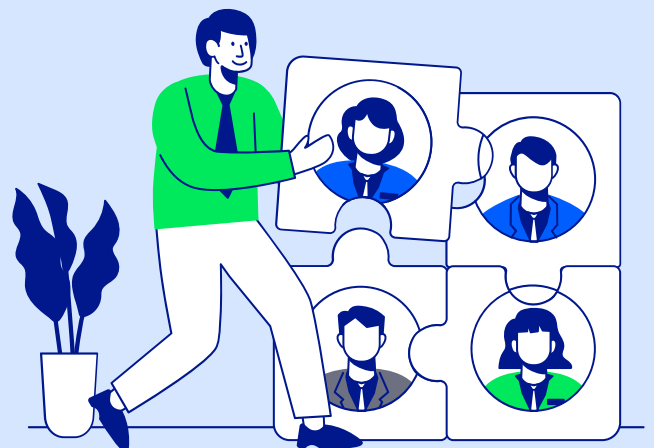
We support you throughout the end-to-end tender process with our team of procurement specialists available to assist at evaluation or moderation stages if required.

Contract award and work order creation

We work with you to create a complete and robust Statement of Work ensuring that it is developed around outcomes, milestones and value.

Project review and evaluation

We also help you review and evaluate your project when it has been completed – making sure learnings from your engagement are captured to help improve outcomes and cost benefits in future projects.



How We Work

