

IMPROVING VISIBILITY & REDUCING RESOURCE SPEND

How Matrix Milestone Exceeded Expectations for the Seven Forces (7F) Commercial Team

Since 2022, the 7F Commercial team has been working with Matrix Milestone to enhance visibility within their supplier community and increase the efficacy of their reporting, giving them full transparency and control over annual spend.

The Challenge

The 7F commercial team were being frequently contacted by multiple stakeholders across the regions, which was proving extremely resource intensive.

A variety of category specific frameworks were used to meet the requirements, as well as adhoc 'single tender actions' which can be high cost and low visibility.

The main challenge, however was the lack of readily available comprehensive data for reporting, meaning the state of spend was murky and projects with a spend of <£50k were managed outside the business without appropriate commercial input.

Commercial Objectives

- Legally compliant solution with full transparency over spend
- Outcome focused - removing opportunity for scope and budget creep
- Pre-vetted organisations to manage policing requirements
- Dynamic supply chain that grows in line with demand
- Ability to run mini-competitions and make direct awards
- Inclusion of Social Value delivery
- Ability to demonstrate competition, VFM (cashable savings/cost avoidance)
- Clearly distinguish these services from agency workers i.e. for work that is outside of IR35
- Onboarding process that ensures quality, financial robustness, legal compliance & tests experience
- Supply chain that covers all consultancy disciplines, allowing for both capacity and capability Requirements, including 'delivery partner' solutions

The Solution

For 7F, it was critical that the chosen solution could manage all consultancy requirements irrespective of value, ensuring that even the <£50K projects were included and reporting captured the whole picture.



Matrix Milestone was selected due to its process simplicity, clarity regarding responsibilities, singular channel for control, and dynamic supply chain.

As well as meeting the key commercial objectives, Matrix Milestone was able to help 7F educate the stakeholders to work and price to specified deliverables rather than traditional day rates, ensuring each project was priced to stated milestones.

Outcomes

Since the partnership went live in 2022, 7F have used Matrix Milestone to award 26 contracts with a value of £2.77m.

Through monthly management information, full reporting transparency has been reached, with a much clearer picture of all project regardless of value.

Matrix Milestone has enabled significant resource savings for 7F in the region of £120k.

The solution has also diversified the scope of supplier for 7F, with 770 organisations in the network ranging from large consultancies to sole traders. This has meant investment in local economies and building strong community relationships.



Want to find out more?

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