



**Find a way.  
Or make one.**

**IT transformation & change**  
How we do it

# Overview

We are the professional services and consulting arm of Reed Global. With over 20 years experience, we adopt a problem-solving based approach to *find a way or make one*. We offer a range of services built around a concept of providing transparent solutions that deliver clear and measurable outcomes through our in-house team of experts.

And as part of the worlds largest family-owned recruitment business, we have the scale and reach to deploy the expertise needed across a wide range of programs.

Our services include ...



Technical  
project leads



IR35  
guidance &  
assurance



PMO  
governance



Consultant  
deployment



SoW drafting

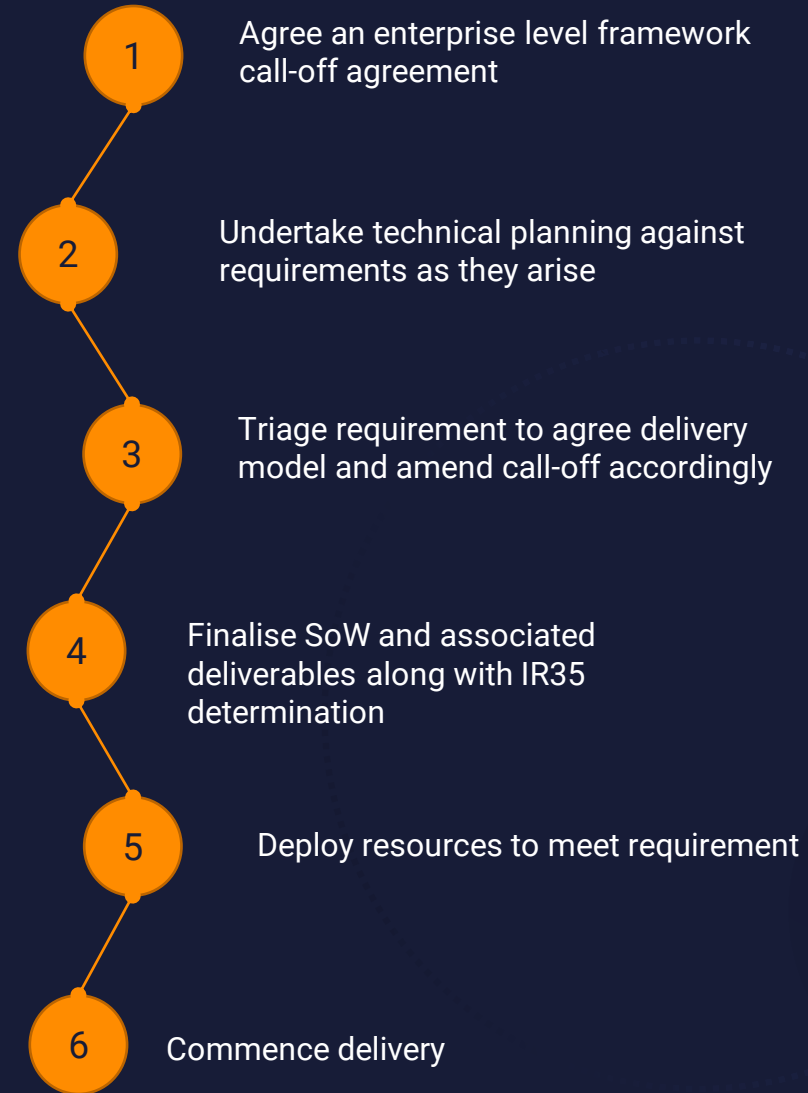


Project  
management

# Our approach

We believe that consultancy and professional services can be custom-made and flexible without the need for things to be complicated. Different projects and different requirements have different solutions. But they are made up of the same component service elements. So by building our service scope out of a common set of delivery components, we are able to ensure that organisations pay for the service they need based on the outcomes that they want.

Built around a flexible call-off framework model, we are able to engage with the same operation in a number of different ways depending on things like budget, who owns delivery, what risk is being shared and the phase of the project.



# Our triage solution

A core part of what we do is to support our clients in understanding the best way to deliver the service they want. We don't have a fixed way or 'the way we do things' as we believe that creates a square peg for a round hole that doesn't deliver best value or the best service outcomes.

Therefore, as part of our service we offer a resourcing desk solution that acts as a triage function. This allows our clients and their services users / managers, access to our expertise to help scope out how a piece of work will be delivered to ensure that the most appropriate approach is taken to achieve the desired outcomes in a way that works best with the preferences of that service user. This triage process will cover a number of different areas after which they will be able to make a recommendation around the most appropriate delivery model.

This areas will include . . .

- + Approach to project management
- + Desired level of risk transfer
- + Budget
- + Timescales
- + Skillset and expertise required
- + In-house capabilities



# Our delivery models

There are a variety of outcomes from the triage process . These will include permanent hires, FTC and traditional contingent labor as well as consultancy and service options. The benefit of working with Consultancy+ is that as part of the Reed Group, should the approach be one of the more traditional recruitment routes then our partners at Reed can help to deliver that as required.

However, if the outcome is a consultancy and service model, then we support four key approaches. These are designed to flex but also to ensure that all stakeholders understand what the approach will be, what the cost will be and who will be doing what. The models are outcomes below.

Consultancy+ delivery models				
Service stream	Resource Augmentation	Milestone Flexible	Milestone fixed	Outcome fixed
Statement of Work drafting	✓	✓	✓	✓
Consultant provision	✓	✓	✓	✓
Project Support	PMO reporting only	PMO governance	Project Managed	Project Managed
IR35 governance	✓	✓	✓	✓
IR35 approach	Determination support	Determination support	Determination support	Determination managed
Invoicing approach	Weekly	At milestone	At milestone	Upon completion
Project scoping	✗	✓	✓	✓
Program Assurance	✗	✓	✓	✓
Acts & omissions liability	✗	✓	✓	✓
Commercial risk sharing	✗	Fee at Risk	✓	✓

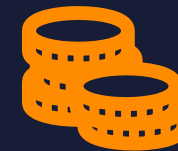
## Benefits of our approach



Ensures compliance with IR35 legislation



Ensures Project approach is matched to the way you want to work



Ensures best value and outcome recognition



# Our experience

With over 100 active clients using our services, we are a market leader in the delivery of Consultancy and Professional services. As such we work with some of the largest organisations in the world and you can be comfortable that our services and solutions are tried, tested and delivered by industry experts.

**100+**

active clients

**1000+**

Projects  
delivered every  
year

**20+**

Years  
experience

**£60m**



Spend under  
management



# Contact us

For more information or to discuss our services, please contact us.



0203 640 7132



[www.consultancyplus.com](http://www.consultancyplus.com)



[consultancy.plus@reedglobal.com](mailto:consultancy.plus@reedglobal.com)