

G-CLOUD SUPPORT SERVICES



For Suppliers who want to sell cloud services to the Public Sector, G-Cloud is the place to be. Our G-Cloud Standard Plus service can help you make the most of your listing. We specialise in helping you complete your application with minimum effort. We advise you on what you need to do to qualify and manage the process from start to finish.

After you are listed, we then provide year long benefits and support: drafting call-off contracts, exclusive networking events, spend reporting through MISO, 20 hours a year phone support and 1:1 sessions with your prospective buyers and more...

Every aspect of our Standard Plus service is designed to maximize your G-Cloud opportunities by supporting and educating you in all things G-Cloud!

An Advice Cloud case study



CLIENT: ICT Revolutions

SERVICE: G-Cloud Support Services

ICT Revolutions are social care and technology innovation experts and have recently celebrated their 5th birthday. They provide a range of implementation support services for Local Authorities who are using various case management systems. This includes end-to-end programme management for the implementation of new case management systems, data migration, configuration and training, as well as full system health checks, system reviews, performance management and ad-hoc consultancy. In the 5 years they have been operating they have already built up a good client base within Local Government, and along with the MD who is a registered and experienced social worker, all associate consultants have extensive experience within local government. The company have a deep understanding of the market.

“Would ICT REVOLUTIONS recommend using Advice Cloud? We certainly would. Our ROI is running at nearly 25x the investment at this point, and we have another 4 contracts worth over 300k in the pipeline. And that’s the win - the pipeline and access to good information from Advice Cloud to grow and sustain that.”

Sarah Clein, Associate Consultant

HOW IT ALL STARTED

ICT Revolutions came to Advice Cloud knowing that they needed to be on G-Cloud 10, but as a small company, just didn't have the capacity to craft a quality listing that adequately reflected their product. After conducting competitor analysis on the then-Live G-Cloud 9, we realised there were very few companies listed who were offering any support around social care case management. Listing on G-Cloud was it seemed, a great way to gain a competitive edge in the market, with the opportunity to win public sector contracts and to grow their company reach. Having decided that G-Cloud was for them, they needed to work out a way that they could get on the framework with their small team. Jon and Sarah wanted to simplify the application process to make the workload much more manageable. ICT Revolutions searched online for advice, and that's when they found Advice Cloud.

“Having looked at the application process for G Cloud, we quickly realised that we would benefit from having some additional expertise and capacity if we were to stand a reasonable chance of getting through the process first time round. When we found Advice Cloud we could see that they had supported many companies in the same position as us and that gave us confidence to get in contact with them.”

Sarah Clein, Associate Consultant



CONTACT: 0330 124 4224
enquiries@advice-cloud.co.uk
www.advice-cloud.co.uk

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HOW WE HELPED

We understand that G-Cloud can be a big framework for SMEs who are wanting to get on it for the first time. The work load can be difficult to manage, especially when you don't have the time or resources to tackle it within the 35-day window available.

After ICT Revolutions signed up for our services, we arranged a kick-off webinar, where we talked them through the basics of how the framework operates, as well as introducing them to the different documents and Advice Cloud templates that they would need to complete as part of their G-Cloud application.

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We knew from the first kick off webinar that we were in safe hands. The Advice Cloud team managed us very effectively! With the right amount of information, advice, prompt and polite push when needed. Whilst we could have put aside the time to learn the process ourselves, complete the application forms etc having the experienced input and guidance from Advice Cloud made the process so much simpler and straightforward. //

Sarah Clein, Associate Consultant

We also devised a bespoke timeline that would allow for iterative reviews of all the documents, making the application process easier to manage. We gave constructive feedback which made sure that they were on the right track, as well as advising on how to optimise their listing for better visibility. ICT Revolutions were able to implement the feedback effectively and provided any extra information we needed to ensure that their listing could be of top quality.

With our help, ICT Revs were able to better understand the workings of the framework and in May they were successfully accepted onto GC10.

OUTCOME

Since the framework went live in July, ICT Revs have used their knowledge of G-Cloud to communicate their position to Buyers, resulting in winning several contracts through the framework! Being able to inform Buyers of how they can buy, means the process is quick and easy, with organisations being able to Direct Award to them. They are now in a place where they have so much business coming through to them, they are having to think about expanding their company to increase capacity. Advice Cloud's support with the G-Cloud application process and knowledge-sharing provided to them after Go-Live, means ICT Revolutions are on track to grow from a small to a medium-sized business!

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As many small companies are, we were naturally wary about commissioning external support for our application to G Cloud as we weren't sure whether it would be money well spent. As it turned out, the support from Advice Cloud and being on G Cloud has completely revolutionised the way that we do business. We are currently working across 10 sites and our expansion has led to us moving offices and taking on additional support. We now plan to take on new staff in 2019 to help us develop the business further. ”

Sarah Clein, Associate Consultant