



CONSULTANCY MSP SOLUTION

2021

WHO ARE WE?

Constellia are experts in Consultancy spend management. Our goal is to enable clients to buy those services brilliantly.

Our vision is to influence and ultimately improve the way the world buys and manages Consultancy.

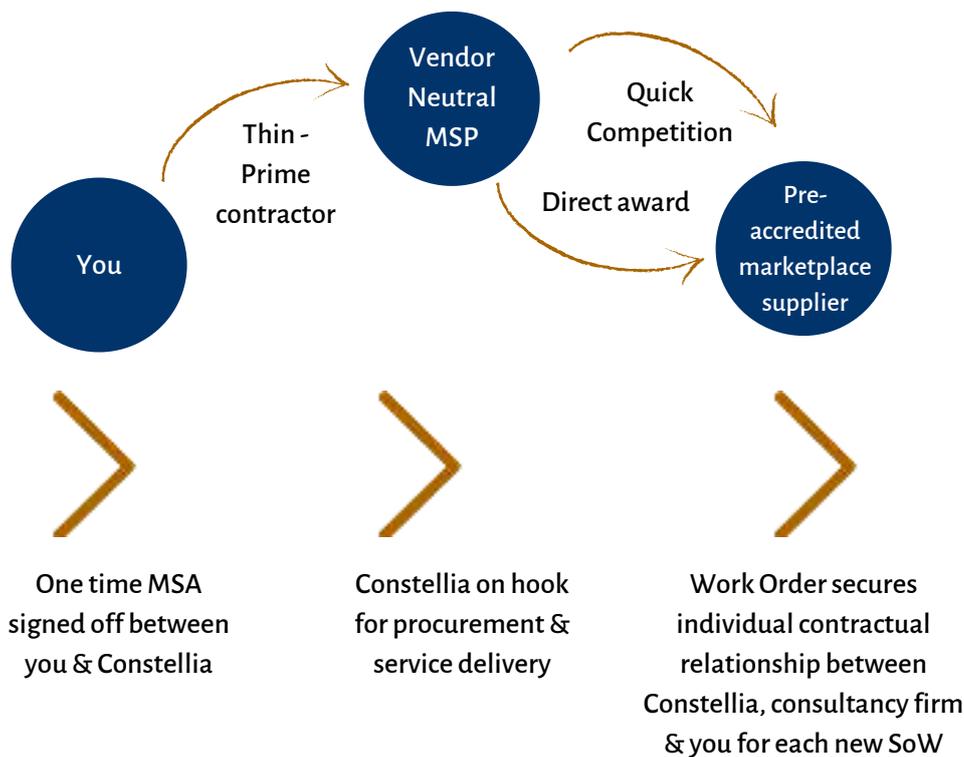
We offer a Consultancy MSP solution which recognises that Consultancy category management has to be led by a great people, enabled by great technology.

WHY?

Through our MSP Solution we want to tackle some of the key issues and eliminate risks that you face daily. You can:

1. **Gain control** of consultancy spend with **real time visibility**
2. **Appoint** a contracted Service Provider within **5 days**
3. Generate and deliver **savings**
4. **Extend the reach** and improve the corporate reputation and perception of procurement
5. **Strengthen your procurement process** in line with governance while assuring delivery and mitigating risks
6. **Free up** your internal procurement resource,
7. Add **real value** with stakeholders-enabling them to achieve **better outcomes** with more **supplier choice**.



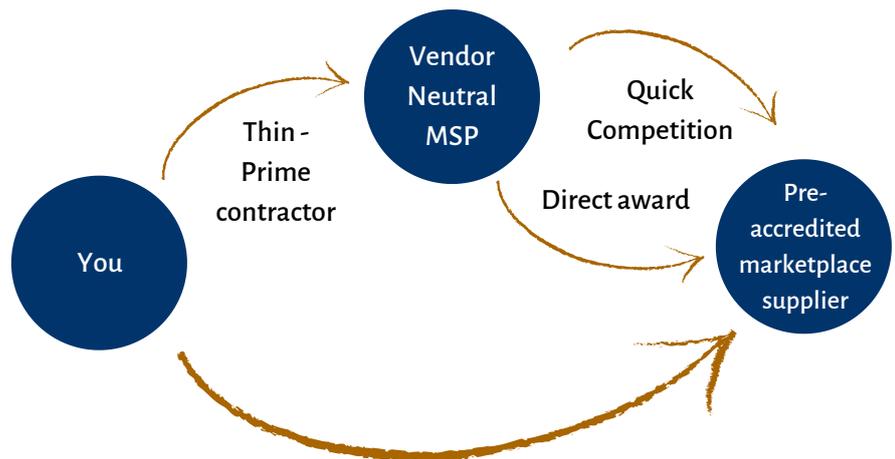


NEUTRAL VENDOR MSP

Constellia enable corporate execution of an updated Consultancy category strategy and procurement process for consultancy. We act as an extension of procurement.

THE AGGREGATOR MODEL

Constellia can also operate on an adapted model where we manage procurement activity (which cannot contract via the Prime contractor route) acting an intermediary, enabling a direct contract between you and the supplier, with spend management still captured on the platform.



KEY MSP FEATURES

- A configured source-to-pay SoW platform with unlimited users
- A dedicated Consultancy Sourcing specialist supported by a transactional team
- Real time and detailed MI
- A move towards output driven specifications
- Audit trails of all activity and elimination of scope creep
- Pay on performance - measured by milestones
- Access to a dynamic pre-vetted , contracted supply-chain with Service Provider rating
- Procurement with purpose across the supply chain
- You define the MSP scope – tail spend, all spend, category or region specific
- Levels of service according to need – strategic sourcing or transactional

In addition, by working with us at Constellia you will be joining a collaborative community of Consultancy category buyers that will share best practice and benchmarking via the Consultancy Procurement Council.



THE STAKEHOLDER EXPERIENCE

Ultimately we seek to ensure that stakeholders have a great experience and improve the way they are able to buy and manage Consultancy.

A typical process:



Stakeholder and Consultancy Sourcing Specialist work together to ensure SoR is fit for purpose and approved through appropriate governance channels before supplier proposal received.

CSS and Constellia Buying Team provides the highest standard of buy support, managing the entire mini competition or direct award process using Constellia platform.

Carried out by Constellia Tactical Buying Team or in collaboration with your stakeholders, dependant on strategic complexity.

Automated approval requests accelerate process and provide compliance MI.

Tactical Buying Team supports by resolving any delivery.

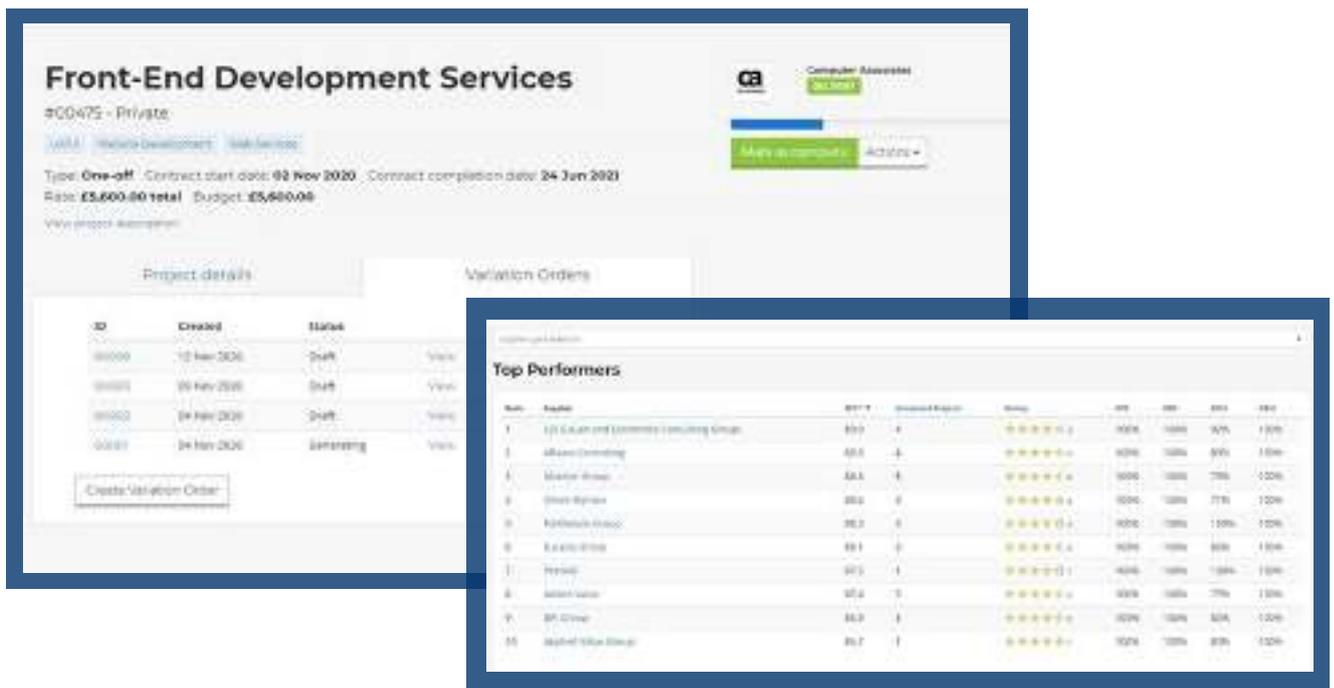
This triggers notice for payment and additional review of project delivery.

Automated process fully auditable via the Constellia platform.

All information feeds into MI to be reported on a monthly basis for ongoing review and tracking.

OUR PLATFORM

The Consultancy MSP comes with our purpose built, Source to Pay platform – configured to your processes, unlimited permission-based users with procurement gatekeeping.



CONSTELLIA CREDENTIALIALS

Established since 2007 we operate the **Consultancy Procurement Council** and influence over £1billion of cumulative annual consultancy spend across over 100 organisations.

We have a track record of being trusted with critical consultant relationships enabling clients to establish comprehensive and continuous consultancy spend management.

Our expert team is led by:

Rob Levene (CEO, former founder and CEO of Bloom Procurement Services- the UK's first Consultancy MSP est 2012)

Alan Gotto (CPO, founder of Constellia and chair of the CPC)

We have over 20 years of combined know-how not just in Consultancy procurement but in successful delivery of a Consultancy MSP.

CONTACT US

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