

# Introducing the Ealing Procurement Framework (epf)

# Introduction

**Matrix Milestone is proud to introduce the Ealing Procurement Framework (epf) – a multi-specialism, Neutral Vendor framework created in partnership with Ealing Council.**

As Ealing's official delivery partner, we've applied our extensive knowledge of the public sector to help create a framework that provides public sector organisations with a streamlined and OJEU compliant route to market for Services, Works and Goods. The epf also supports social value and helps organisations realise significant savings through the Matrix platform and our marketplace of accredited suppliers.

Ultimately, this will enable public sector organisations to benefit from more transparency, visibility and control across the entire Procure to pay (P2P) process.

In this guide, we run through:

- The challenges in the market the epf will help you address
- Our Matrix Milestone solution
- How you can access the Matrix Milestone via epf
- The categories of spend we cover

## Benefits of the epf

Accessing the epf and engaging the Matrix Milestone solution provides a range of commercial and non-commercial benefits supported by a host of added value services:

- Comprehensive rate and project benchmarking support
- Supplier selection advice from a comprehensive range of pre-approved, accredited suppliers
- Easy and intuitive processes for creating briefs and Statements of Requirement
- Feature rich, real-time Management Information and Business Intelligence that will provide the data to continually improve the efficiency of your procurement strategy
- Compliance to IR35 with projects and engagements checked continuously end to end
- Support with Evaluation and Moderation process of competition procurements

**Shaun Toner,**

Client Engagement Manager for  
Matrix Milestone

# The key challenges the epf addresses

**The public sector is currently under pressure to deliver like never before. The government's Build Back Better strategy has set out plans to invest in infrastructure, pursue growth, drive social value and transition to carbon net zero.**

The crux of the challenge is to deliver effective transformation programmes that will generate efficiencies and savings for the public purse. At the same time, all this must be achieved on tight timescales and with reduced budgets. Being able to source the right organisations and service providers to help facilitate and manage transformative projects, with optimum value, is key to achieving these goals.

The problem is that many public sector organisations still struggle to implement consistent, well-managed processes for buying and managing the services needed to deliver complex projects quickly and at scale.

**This results in:**

## **Lack of control**

With no clear process for ensuring that projects are outcome-focused, or with clear criteria for payment.

## **Lack of transparency**

With a limited understanding of which suppliers are working on which projects, or whether they are compliant with new rules like IR35.

## **Poor visibility**

With a lack of management information and business intelligence, meaning learnings and potential improvements in supplier engagement are often lost.

## **Limited or no cost savings**

With limited access to or competition between suppliers, resulting in higher prices and poor performance on social value.

## Our Solution

**Statement of Work is emerging as the de facto approach that helps provide a solution to the procurement challenges that public sector organisations face.**

A Statement of Work 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 – now 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 includes:**

**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



Review of project  
specification



Statement of  
Requirement created  
including outcomes  
& milestones



Supplier review and  
engagement



Project delivery



Contract award &  
SoW created



Project release,  
proposal submission  
and evaluation



Reporting available  
across the end-to-end  
process



Self bill, invoicing  
and payment



Complete Project

# The Matrix Milestone difference

**Key to our solution is the Matrix Milestone technology platform – an intuitive system that automates the entire source to pay process and facilitates contract and project management overviews on every project.**

Our dashboard provides at a glance reporting detailing an overview of the status of every project and supplier. Powerful, feature-rich, real-time management information and business intelligence reporting tools are also integrated as standard.

We understand that technology won't guarantee success on its own though. We are a service-led business, enabled by technology, fully set up to provide you with a range of value-added services designed to give you full support through the entire source to pay process. Our goal is to ensure that projects are always outcome-based and delivered successfully and on budget.

Our people are critical to making this happen. We provide access to suppliers across 27 categories and 360 sub-categories that cover the full range of specialist professional services and consultancy spend. Managing this breadth of spend requires extensive knowledge, so we have built a dedicated team of experienced procurement category experts, covering every category of spend, that are ready to support you whatever level of service you need.

Through extensive engagements, we have proved that this approach delivers:

- Direct awards within 24 hours and the capability to raise and release mini-competitions within 14 days
- Elimination of payment for non-delivered activity
- Savings of between 10-20% per project

Our approach also enables us to provide you with a fully rounded service, delivered by our procurement experts, that includes:

- Specification development and supplier selection
- Mitigation of scope and budget creep
- Project delivery across all categories of spend, project size, scope and complexity
- Rate and project benchmarking support
- Evaluation and moderation processes for competition procurements
- Plus full end to end contract management

# How to access Matrix Milestone through epf

## Stage 1

Decision to utilise the epf  
as a route to market

## Stage 2

epf Call Off / Access  
Agreement completed

## Stage 3

Matrix Milestone / Client  
project team established for  
implementation (24/48 hours for  
“MM Lite” and 4-6 weeks for full  
scale implementation)

## Stage 4

Go Live – access to the  
platform, team support  
and accredited supplier  
community

## What's your project?

Whatever your need, our extensive supply chain and comprehensive knowledge of all categories of spend ensures that you will be able to find the right supplier for your project.



# Our marketplace



Asset management



Business strategy



Construction



Change and transformation



Culture, leisure and heritage



Education



Environment and sustainability



Environmental health



Finance



Health



Regulatory services



Regeneration, housing and community



Social care



Highways and transport



ICT and digital



Innovative models



Justice and defence



Legal



Marketing



HR



Policy and commercialisation



Project and portfolio management



Ready to find out more?

**Get in touch to learn how Matrix Milestone can help you achieve full visibility, transparency and control across all your professional services and consultancy spend, potentially saving you money now and in the future.**

**[teammatrix.com/matrix-milestone](https://teammatrix.com/matrix-milestone)**