



Freedom of Information Act Publication Scheme	
Protective Marking	Not protectively marked
Publication Scheme Y/N	Y
Title	MPS Strategic Cloud - Supplier Workshop: Commercials & Service Governance
Version	V1.0
Summary	<p>By 2014/15 the MPS needs to reduce spending by £600m, compared to 2010/11. To assist in delivering this reduction a number of change programmes are underway focusing on reducing inanimate costs.</p> <p>The Strategic Cloud programme is looking to deliver a next generation cloud based replacement for current legacy MPS applications, focussing particularly on the high volume front end operational policing systems.</p>
(B)OCU or Unit, Directorate	Directorate Of Information
Review Date	31/03/2012
Date Issued	20/10/2011

This presentation is:

Not Protectively Marked

Suitable for an audience with:

No Vetting

Strategic Cloud Market Engagement Workshops

Commercials and Service Governance



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Agenda

- **Welcome & Introduction**
- **Sourcing Models definition**
- **Question One**
- **Break**
- **Service Governance issues**
- **Question Two**
- **Group discussion**
- **Close**

The Commercial Context

INTERNAL PERSPECTIVE

- Deliver benefits to operational policing
- Reduce spend
- Harness innovation
- Refresh
- Collaborate
- Manage investment decisions

EXTERNAL PERSPECTIVE

- Develop customer base
- Pay-as-you-go charging models
- Emerging technology
- Economy of scale
- Standardisation / consumerisation of IT
- Bring new products to market



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Guiding principles

- Maximum market exposure to excite a broad range of interested participants
- A level playing field
- Harness track record and experience
- Build knowledge of current market trends
- Gain early sight of likely developments in the market
- Consider all models - no sourcing models have been excluded at this time



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Transparent charging structures are a critical success factor

- Cost per service
- Cost per user
- Cost per transaction
- Power by the hour
- Cost models that do not leave an unwieldy or costly legacy
- Customer satisfaction drives supplier reward
- Change is assumed as part of the cost
- Cost models linked to the value delivered to operational policing



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Technology evolution should no longer assume up-front capital investment

- The commercial models we use in future must move us away from "mega-projects"
- Agility should be reflected in the commercials as well as development lifecycle



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



We are beginning a journey and seek your input...

- The MPS is not yet entering a formal procurement process
- At the appropriate time, OJEU Notice(s) will be published
- Before that can happen, we must develop the business case and sourcing strategy...

The next part of this presentation will explain the next steps in the journey, and I look forward to your questions during the panel session later.



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Sourcing Models



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Sourcing models – Prime Contractor

- Entire cloud service managed by one Prime Contractor
- Prime responsible for selecting & managing sub-contractors
- Prime responsible for change management
- MPS does not own assets
- MPS procure & manage one contract
- Prerequisite activities inc. consolidation, virtualisation & rationalisation of applications

Sourcing models – Multi source / Best of Breed

- No Prime Contractor, multiple supplier contracts
- Ecosystem of services from multiple application providers
- 1 x Infrastructure provider (sole supply)
- 1 x Platform provider (interoperable)
- Procurement divided into 'lots' or multiple tenders
- MPS does not own assets
- Prerequisite activities inc. consolidation, virtualisation & rationalisation of applications

Sourcing models - Blended

- Service provider manages infrastructure & platform (PaaS)
- Ecosystem of 'best of breed' application suppliers
- Contract & Change Management provided by a Broker
- MPS does not own assets
- Prerequisite activities inc. consolidation, virtualisation & rationalisation of applications

Question One

Group 1	Group 2
Multi / Blended	Prime
Pre- requisites / groundwork for contract	Pre- requisites / groundwork for contract
Critical Success factors for MPS and Suppliers during transition (what would you enshrine contractually?)	Critical Success factors for MPS and Supplier during transition
Key contractual terms	Key contractual terms
Route to market (Competitive dialogue etc)	Route to market (Competitive dialogue etc)
Pricing features / Lots	Pricing / Lots
Risks and Issues	Risks and Issues



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information



Question Two

Expectations surrounding:

- User experience / consequences ('use case')
- Hours of support
- Flexibility
- Rapid change / cost of change
- Data jurisdiction
- Exit / transferability
- Step in rights
- Asset, Software licenses / Rights to use
- Open source and underpinning contracts
- Speed of adoption



**METROPOLITAN
POLICE**

Working together for a safer London

Directorate of Information

