

Red Team Review & Advisory Services

Hanney Associates Limited

What is a “Red Team Review”?

- ▶ “A *red team* is an independent group that challenges an organization to improve its effectiveness.” - Wikipedia
- ▶ **Hanney Associates’ Red Team Review Service** supports companies bidding for ICT Contracts with UK Government Clients. Challenging your proposal from the perspective of a client to identify issues, risks and areas for improvement.
- ▶ Our team of Subject Matter Experts will rapidly assess the bid material you share with us and provide concise accurate feedback based upon.....
 - ▶ The “Six C’s”
 - ▶ **Coherence** - Is your proposal clearly written, without too much ICT jargon?
 - ▶ **Compliance** - Have you met all of the client’s requirements? Including those buried within standards, applicable legislation and client policies?
 - ▶ **Completeness** - Are all of the client’s requirements addressed? Have you missed anything?
 - ▶ **Consistency** - Is your proposal consistently formatted and presented throughout.... In a structure and format that the client will understand?
 - ▶ **Correctness** - Are there spelling, grammatical or mathematical errors which affect the readability, meaning, accuracy or value of your proposal?
 - ▶ **Coverage** - Is this a Multi-source or Tower Procurement? Has your team identified the dependencies on the client and other suppliers necessary for your solution to be deliverable?
 - ▶ **Risks** - The risks associated with the approach or the client’s requirements. Have they been mitigated or budgeted for?
 - ▶ **Alternate Approaches** - Have you considered....? Suggestions from our experienced team.
 - ▶ **Score** - If requested, we will independently score your proposal following the client’s evaluation criteria.
 - ▶ **Evaluation Model Analysis** - We can analyse the weighting against cost of service provision within the client’s evaluation criteria, reporting back on where your business can best to invest in the bid to maximise impact on the evaluation process.

Why is it needed?

- ▶ Your team is too busy to do an end to end review of the proposal, whilst engaging with the client, updating the solution, updating the finances and plans, arranging reference sites, engaging internal QA processes etc.
- ▶ You have reviewed your own material over and over until you are blind to any issues that may still exist.
- ▶ You have to hand this over to a client team who have a different background, don't know your companies standards and operating model and will evaluate this in a compressed timescale with bids from other suppliers.
- ▶ Your internal QA doesn't have a "Client mind-set", they will focus on finances, adherence to standards and supportability..... Not "what will the client think?"
- ▶ You want to have a "tame client" to test this on, before you have to hand it over to the client evaluation team and see what happens.

How does it work?

▶ Engagement Meeting

- ▶ Approximately 1-2 Hours
- ▶ Your Bid Manager & Our Engagement Lead
- ▶ Share ITT/RFP Documentation
- ▶ Discuss History with client & competition
- ▶ Agree indicative Timescales and Scope for engagement

▶ Preparation

- ▶ Our engagement lead selects and briefs Red Team members

▶ Briefing Meeting

- ▶ 2-3 hours
- ▶ Your Lead Architect, Key bid team resources & Our key Red Team members
- ▶ Brief our team on key decisions and client demands
- ▶ We agree which SME's will review which material and finalise timescales and price
- ▶ You issue your draft proposal and supporting material to our Engagement Lead

▶ Red Team Review

- ▶ Proposal sections allocated to appropriate red team resources
- ▶ Proposal & output templates issued to our team
- ▶ Team review supplied material at 100 pages per day
- ▶ Engagement Lead reports to Bid Manager as required
- ▶ 1 day scoring (if required)
- ▶ 2 days collation, QA and production of summary report

▶ Feedback

- ▶ Summary Report, Consolidated Proposal Review Log (and optional score sheet) issued to your bid manager.
- ▶ Debrief Meeting (Optional) with our engagement lead to explain findings and agree any next steps.

Who does the work?

- ▶ Our business is based upon a network of expert Associates recruited from personal experience from previous projects;
- ▶ We call upon resources for specific engagements removing the need to maintain a “bench” of staff or recruit unknown resources to meet your needs.
- ▶ All of our resources
 - ▶ Have all worked both client side and supplier side on UK Government ICT Programmes and Bids exceeding £100M in value.
 - ▶ Have a minimum of 10 years experience working in UK Government ICT Outsourcing, Transition and Transformation programmes with supplier and client organisations.
 - ▶ Hold appropriate current security clearance
 - ▶ Are subject to Non-Disclosure Agreements with Hanney Associates to protect your IPR & that of your client
- ▶ Our network of associates include expert resources covering:
 - ▶ Enterprise & Technology Architecture
 - ▶ Security Architecture and Information Assurance
 - ▶ Service Architecture
 - ▶ Technical Authoring and Copy Editing
 - ▶ Financial / Commercial Assurance

When are we available?

Due to our business model, the simple answer is “We’ll be ready when you are”. All we ask for is sufficient notice.

- ▶ We engage at the outset of your bid and agree indicative timescales. As the bid shapes up we will arrange specific dates for the Red Team Review to take place, once you have a working draft, but sufficiently in advance of your client’s evaluation.
- ▶ We pay our associates very competitive rates and offer truly interesting challenging work, this ensures that they will prioritise our work over that of their other clients or engagements. Providing you access to expertise when you need it without paying for “Bums on seats”.

Need further assistance outside the bid process?

- ▶ Our team can also support clients with advisory services covering areas such as:
 - ▶ Creation of re-usable Architecture products and templates
 - ▶ Infrastructure and Cloud Solution Architecture
 - ▶ Architecture Modelling
 - ▶ Requirements Analysis, mapping and traceability
 - ▶ Identification and definition of solution and service interfaces
 - ▶ Design Reviews
 - ▶ Technical Authoring & Copy Editing

How is this charged?

▶ Red Team Reviews

- ▶ We field a team to meet your needs, typically covering
 - ▶ Engagement Lead
 - ▶ Technology Architect
 - ▶ Security and Information Assurance Architect
 - ▶ Service Architect
 - ▶ Financial / Commercial Assurance
- ▶ We agree the content to be reviewed by each resource
- ▶ We bill on a fixed price open book basis, based upon a standard rate per day.
- ▶ Our SME's review 100 pages of supplied material per day, with Engagement Lead requiring an additional 2-5 days effort to collate material and produce reports and any other feedback required.

▶ Advisory

- ▶ We bill per resource per day at a competitive day rate with no minimum term.
- ▶ Charging can be time and materials or fixed price where agreed for defined work packages.

Why work with us?

- ▶ Our team has subject matter expertise, but understands both the client and the supplier's role and approach in a bid process.
- ▶ We are not your internal QA team! We provide independent feedback, rather than focussing on supportability, finance and adherence to corporate standards.
- ▶ We are not your bid team! They are too busy, too “Heads down” delivering the proposal and too focussed on your solution and processes to look at the proposal end-to-end and objectively from a client perspective.
- ▶ We specialise in UK Government ICT Bids and Programmes (unlike our competitors).
- ▶ Our associate model offers very low overheads, so you pay for the very best resources when you need them.... And only when you need them.
- ▶ We can fit into your bid timescales... all we need is a day per 100 pages and time to collate and provide feedback. You choose how much material to give us and when. Then get prompt feedback when you expect it on whatever you provided.
- ▶ We know what your team and the client's team are going through!

Any Questions?

For further information or to talk through how we can help your bid...

Please contact:

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