



G-Cloud 11 | Service Definitions

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1 Why eo consulting

eo consulting's mission is to improve resource allocation by enhancing the way data is collected, analysed and reported. Through its innovative systems approach it automates the process from collecting data to creating instant reports to aid strategic investment planning, ensure efficient operational resource allocation and monitor compliance. eo consulting is particularly active within the education sector and counts several of the larger Multi Academy Trusts among its clients, although its approach is directly transferrable to other sectors like health, defence and local authorities.

1.1 Service Offerings

This Service Definition Document Covers all our G-Cloud Services, including:

Cloud Software

Total Estate and Energy Asset Management (TEEM) | which automates the collection and analysis of condition, compliance and utility data, and empowers clients to make the right strategic investment decisions.

Data Analytics and Benchmarking (DAB) | which creates embedded business intelligence dashboards from big data.

Cloud Support

Business Analysis and Reporting | empowers executive teams by giving them access to their data in a presentable, incorruptible and instantaneous form.

1.2 Our Partners

eo consulting will partner with other organisations using third party proprietary software where there is a clear advantage for our customers. We do have favoured software components to deliver our end to end processes but are supplier agnostic with regard data collection tools and are happy to map client's existing systems to our processes and automated reports.



2 G-Cloud Services | Cloud Software

2.1 Total Estate Energy and Asset Management

The issue

When it comes to benefit realisation and delivering efficiencies eo consulting believe that “data is king”. Traditionally the data from built environment surveys is squandered once the initial condition has been assessed. This has suited surveying firms who are in the business of undertaking as many repeat surveys as possible.

EO’s solution has been to keep the survey data dynamic and updateable for works complete with the ability to aggregate such data across an asset portfolio to maximise investment and procurement decision-making. To enable this eo consulting has used off the shelf software to provide automated solutions tailor-made to selected sectors.

The holistic solution enables a much more cost effective whole life surveying solution that creates a multitude of innovative benefits unique to our solution. The change to the whole life cost profile savings is shown at figures 2.1.1 and 2.1.2.

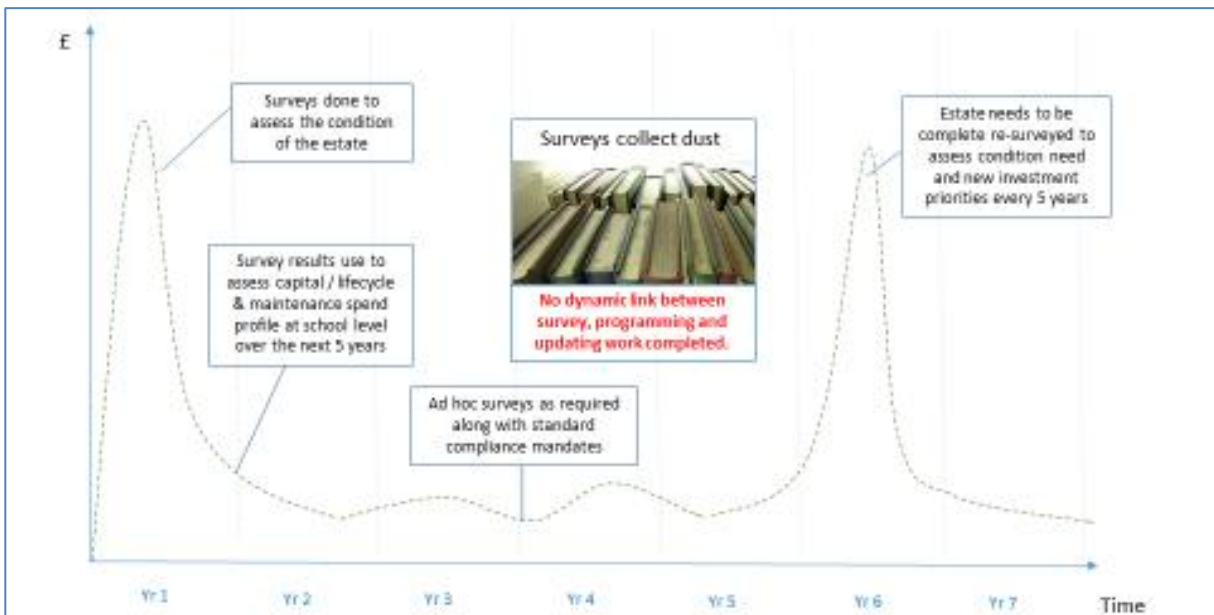


Figure 2.1.1 | Standard spend profile of Surveys

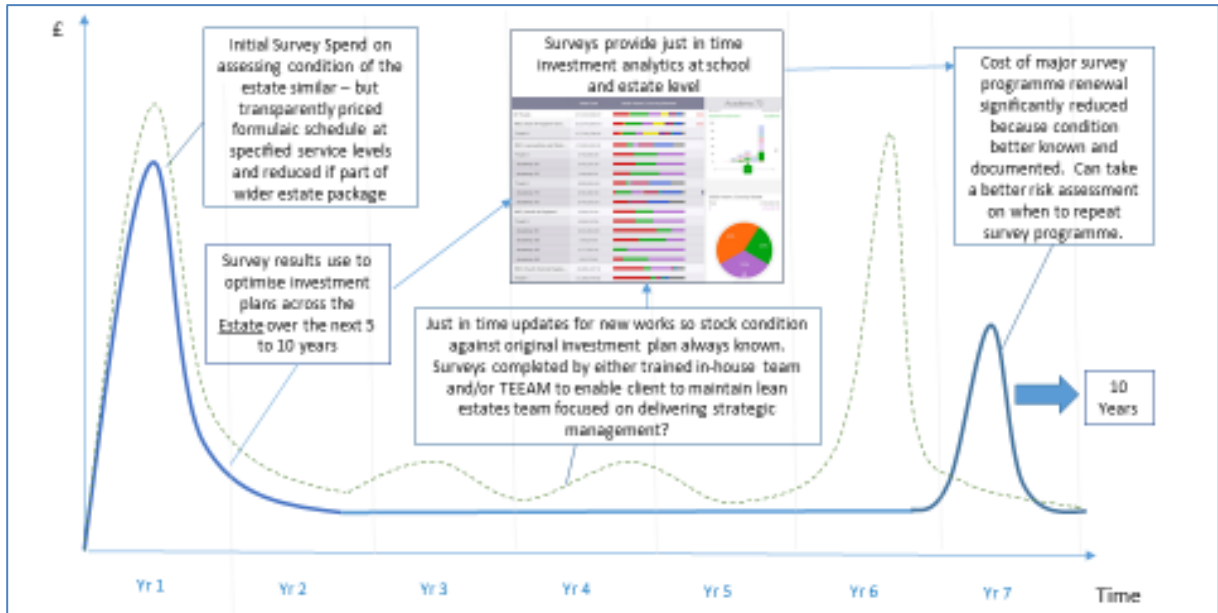


Figure 2.1.2 | eo consulting Spend Profile of Surveys

The Benefits

Less Cost

- Better forward planned maintenance reducing unscheduled loss of service
- Twenty-year lifecycle assessment from survey data allows better assessment of backlog maintenance verses frontline services expenditure.
- Analysis of rolling five-year maintenance plans by site, by element and by priority, all updated as work is completed.
- Focus on Safe Warm Dry enables business continuity and avoidance of expensive surprises.

Better Quality Outcomes

- Procurement and supply chain efficiencies from portfolio management.
- Site information can be aggregated so strategic estate wide investment planning can be performed and sinking funds established.
- Ability to achieve transparency over aggregate data enables economies of scale from batching works.
- Ability to use portfolio approach to push for enhanced specification to drive best value.
- By holding up to date data in such accessible form that the client can share with its supply chains, will help reduce the costs of involving professional service providers.

The Core Solution

eo consulting use asset and lifecycle management and Business Intelligence software solutions to deliver an estate wide change management solution. eo consulting have developed a series of sector specific survey mandates, report packs and dashboard which will be deployed and branded as part of the set-up. These reports focus on Condition, Compliance, Energy and Asset Management

Figure 2.1.3 below illustrates how estates data is captured and reported back in user friendly reports.

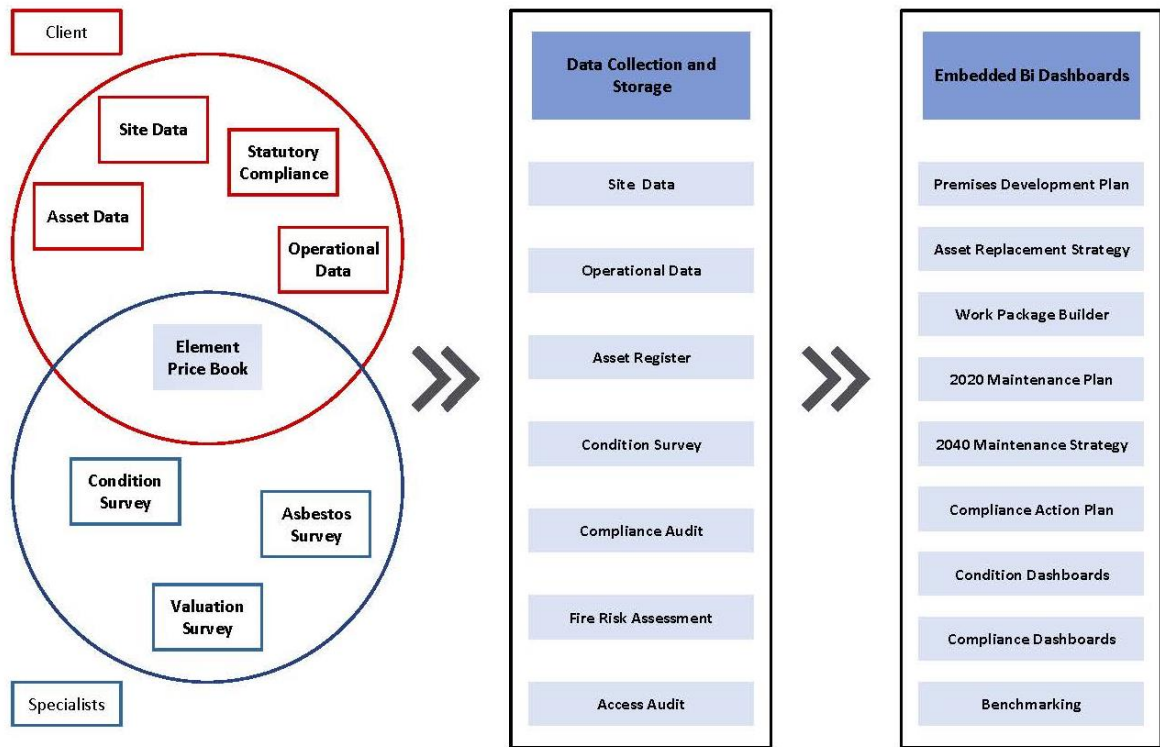


Figure 2.1.3 | Data Capture and Reporting

A key advantage of the eo consulting solution is that it is able to take the data collected and put a sector focused business intelligence wrapper around it that allows the data to be aggregated at a portfolio level and presented in a format that can be easily analysed, cut and aggregated by asset, by element, and by priority to aid strategic estate investment planning. This is important for those public-sector authorities that have large fragmented estates at the regional or national level.

This enables the production of automated, “just in time” and user-friendly board (portfolio) and operational (asset) level dashboards covering all estate needs from the underlying data collected. Such automation would not be possible without eo consulting’s interfacing between systems. It also allows for the creation of procurement packages inter and intra public bodies and regions.

Supplementary Solutions

In support of our efforts to make the public estate more efficient we also integrate other services into the core reporting bundle of dashboards. On energy efficiency we work with suppliers to either take existing energy data feeds or install data loggers that enable real time reporting on usage and from which investment plans can be formulated and waste contained early. We also embed up-to-date Health and Safety and HR policies within our cloud-based compliance reporting packages.

2.2 Data Analytics and Benchmarking

eo consulting's aim is to improve resource allocation within the public sector by enhancing the way data is collected, analysed and reported. We believe in the automation of this process, not just for efficiency reasons but also to empower executive teams by giving them presentable, incorruptible and instantaneous data from which to make timely and improved decisions. We help organisations implement this change management strategy by cloud enabled data collection tools and business intelligence software.

Our focus on innovation and business processes is underscored by using built-in data models with an AI narrative that transforms data into Intelligent Narratives at speed and scale.

AI to provide sector-specific solutions that speed up implementation and employ features such as, Key Performance Indicators (KPIs) and executive dashboards. At present, we have ready-to-deploy solutions for the estates, utilities and schools sector.

Dashboards can either be accessed via our own embedded Microsoft BI portal or we can build a client their own portal through our Cloud Service Offering.

We recognize the importance of community customization to increase the adoption, knowledge sharing, and value discovery across individual public-sector markets as shown in our School Benchmarking Service.

2.2.1 School Benchmarking Service

Working with the Institute of School Business Leadership we have created an automated tailor-made dashboard of KPI indicators to help benchmark a school's operational efficiency. This is predominantly targeted at school governors and members of the senior leadership team. We can pull together existing open source material from the Department of Education and/or a school's own information from third party systems so that all key metrics to run a school efficiently and effectively can be made accessible through a school's or MAT's own embedded Business Intelligence Portal.

A standard set of dashboards can be created at school, school cluster, local authority or Multi Academy Trust level to assess how effectively a school is being managed and covers financial, staffing, back office, and estate functions. An example is shown below at figure 2.2.1.

Features

- Inbuilt reports based on opens source data that is customisable
- Benchmarking a school's data against national, regional, local authority or cluster indices
- Reports tailored to selected comparator sample sets e.g. compare you school with another similar local school; seek efficiencies within a school's cluster.
- Customisable data templates and analytics on request
- Analytical commentary available to interpret data interrelations.
- Trend and spot analysis

Benefits

- Saves tens of hours in search time and overcomes the need for expert in-house data analysts
- Access via a portal avoids the need for expensive software licenses or the skills to keep abreast of the latest Business Intelligence technical developments.

- Creation of quick reports by Senior Leadership Team to governing bodies by simple exporting of Smart graphics and automated artificial intelligence narratives.
- Gain a full understanding of a school's costs and expenditure
- Understand how you allocate resources compared with similar schools
- Discover where savings can be made without impacting on performance
- Understand back office savings needed to sustain front line services
- Recognise potential future back office liabilities
- Comparison against key operational efficiency ratios like staffing
- Sensitive to type, geography and cohort
- Report commentary available suggesting areas for improvement or deeper analysis
- Appraises the productive efficiency of a school normalising for type

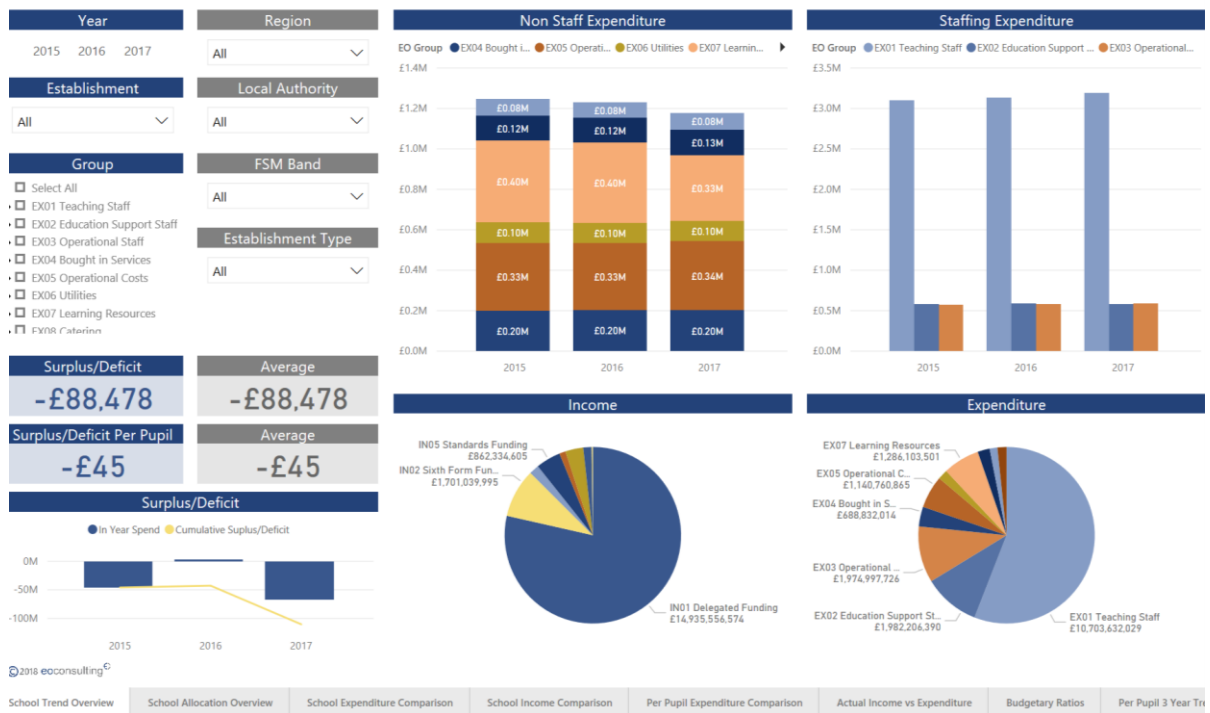


Figure 2.2.1 | examples of embedded BI school benchmarking dashboards

3 G-Cloud Services | Cloud Support

3.1 Business Analysis and Reporting

eo consulting's aim is to improve resource allocation within the public sector by enhancing the way data is collected, analysed and reported. We believe in the automation of this process, not just for efficiency reasons but also to empower executive teams by giving them presentable, incorruptible and instantaneous data from which to make timely decisions.

We help organisations implement this change management strategy by cloud enabled data collection tools and business intelligence software. We will work with clients to Generate business insights using sophisticated big data analytics, dashboards, and pre-built apps. The client's data can either be accessed on our own embedded BI portal or we can use or help build their own.

eo consulting's two Cloud software services for existing sectors with ready to deploy solutions will require little if any development work but for similar solutions in new sectors where a significant degree of development and change management work is required whether it be system design, data analysis and migration and training, then such set-up should at first be procured through this lot.

