

C.CO

we are collaborative.  
we are creative.  
we are connected.  
**we are C.Co.**

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We are C.Co; CIPFA's consultancy service



# Welcome to C.Co

We bring people together across organisations, share and signpost innovative practices, and bring robust but pragmatic solutions to everything we do.

Our parent organisation, CIPFA (The Chartered Institute of Public Finance and Accountancy), believes that public services face unparalleled challenges over the coming years; and the scale of challenges requires new thinking and a fresh approach.

It also believes the traditional consultancy approach which supports the sector needs to be reinvented to meet the challenges ahead.

We believe that theory is important but it is irrelevant without practical delivery; and good delivery requires the right people for the job. C.Co are a team of experienced practitioners from across the sector with extensive track records of delivery.

What's more, as budgets are squeezed, we understand that price matters. We don't carry the same costs as traditional consultancy firms which means we deliver our solutions at more affordable public sector rates which are also IR35 compliant.

We offer a package of services for public sector reform, improvement and efficiency; the possibilities are endless.

Get in touch with us at [SpeakToUs@WeAreC.Co](mailto:SpeakToUs@WeAreC.Co)



# Who we are?

C.Co is a value driven service which puts integrity, creativity and sector expertise at the heart of everything it delivers.

We are a dynamic team, supported by a fantastic networks of associates.

Our team are passionate about public services and work with our partners to create dynamic and forward thinking organisations that really deliver for people. We help to explore options, design solutions, and make evidenced based decisions that contribute to the advancement and well being of society. We love to collaborate with people and organisations across the sector and beyond.

Our team and our associates are made up of people who have vast public sector experience. From change management and policy specialists to social workers and healthcare specialists, commercial advisors and board room specialists, former directors, Chief Executives and many more. All of them who share one thing; the passion to make a difference.

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# What we offer?

C.Co offers a package of services for public service reform, improvement and efficiency in the public sector. C.Co services can broadly be categorised as follows:

**Consultancy** Services to assist organisations to develop sustainable operating models. Our team are experts in collaboration models, commercialism and demand management.

**Training** Modules which complement the journey from strategy development through to evidence based decision making and implementation.

**Bespoke** Tailored, client driven IR35 compliant consultancy services.



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# Our services

Strategy development.	Commercialisation.	Analysis.	Evidence driven business case.
<ul style="list-style-type: none"> <li>• Outcome Frameworks</li> <li>• Target Operating Models</li> <li>• Four-year budget setting</li> <li>• Strategy development</li> <li>• Board Room evaluation</li> </ul>	<ul style="list-style-type: none"> <li>• Commercial Strategy Development</li> <li>• Alternative Service Delivery Vehicles</li> <li>• Income generation and trading optimisation</li> <li>• Procurement Health checks</li> <li>• Procurement Support</li> </ul>	<ul style="list-style-type: none"> <li>• Service redesign</li> <li>• Operational, performance and financial baselining</li> <li>• Opportunity identification and evaluation</li> <li>• Data analysis</li> <li>• System analysis</li> <li>• Financial analysis</li> <li>• Benchmarking</li> <li>• Activity based costing</li> </ul>	<ul style="list-style-type: none"> <li>• Business Case Development</li> <li>• Option development</li> <li>• Financial analysis and appraisal</li> <li>• Options appraisal</li> <li>• Evaluation toolkits</li> <li>• Risk identification and mitigation</li> </ul>

Business planning.	Transformation & Delivery.	Health Checks & diagnostics.
<ul style="list-style-type: none"> <li>• Competitor analysis</li> <li>• Market appraisal</li> <li>• Product development</li> <li>• Financial planning</li> <li>• Capability analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Programme design, development and governance to deliver budget plans</li> <li>• Change programme Health checks</li> <li>• Programme/ project management</li> <li>• Change team development</li> <li>• Pre go-live assurance</li> <li>• Go/no-go toolkits</li> <li>• Political engagement</li> </ul>	<ul style="list-style-type: none"> <li>• Health checks</li> <li>• Supply chain analysis</li> <li>• Supply and demand mapping</li> <li>• Contract management</li> <li>• Diagnostics</li> </ul>

Consultancy

Training Modules

Bespoke Packages

Consultancy

Training Modules

Bespoke Packages



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# Strategy Development

We work with organisations to enable them to translate their strategic and policy aims into coherent outcomes plans over their medium term planning cycle. We help them to develop a target operating model which can deliver their outcome plan, within their available resources. Our approach brings a structured, evidence based methodology to strategy and budget setting with the added benefit of bringing CIPFA's extensive network of expertise so that you can consider what other similar organisations across the sector are doing to bridge resource gaps and identify opportunities for income generation.

We understand that this is inherently a democratic process so our approach ensures democratic involvement and ownership, as well as senior officer buy in.

We work with politicians and officers to explore and articulate what they are trying to achieve, assess how they are currently performing against their ambition and identify what they need to change to get back on track or make the maximum impact. We help them to create a clear, outcome focused framework that articulates their target operating model.

Our approach ensures that the strategy planning and budget process are aligned, set over a planning cycle which enables multiyear decisions, and works across the silos of individual services.

The C.Co approach enables organisations to develop target operating models and outcome frameworks which are a workable, realistic, and set within available resources



# Commercialisation

The key to becoming more commercially successful is in developing an informed commercial strategy for the organisation which is underpinned by a robust evidence base.

We work with clients to understand how they can better defend their existing income streams, maximise income generating opportunities, model risks and develop commercial strategies.

We work with clients to baseline costs, assets and capabilities and benchmark against others to know the level of current performance. Clients can then look to explore options including alternative service delivery models, governance arrangements and product development.

Whatever stage a client is at we can help them through the options.

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# Analysis

We assist organisations to work through challenging situations to develop an informed, robust, and evidence driven business case for change.

The process is aligned to the Treasury's Better Business Case Model and incorporates developing an understanding of the current situation through in-depth operational, performance and financial baselining. Options are developed in line with strategic priorities and involving key stakeholders in the process.

Evaluation criteria is developed in order to score the developed options to assist in informing the recommendation.

# Evidence driven business case

We pride ourselves on being an evidence based organisation. Good analysis sits at the heart of everything we do. We can incorporate demand modelling, financial analysis, risk analysis, process and systems analysis, benchmarking, qualitative and quantitative research, data analysis, and market research into our services depending on which tools are best for the job for the task at hand.

We help clients to explore opportunities, identify options, test concepts, model and evaluate options for robust evidence based decision making.

# Business planning

We help organisations develop commercially successful business plans.

We work with clients to gain a detailed understanding of the industry and market they are operating in, understand their organisations current cost structure and capabilities, define a proposition to take to market, and a business and commercial model to successfully compete.



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## Health checks & diagnostics

C.Co can bring a fresh pair of eyes through health checks and diagnostics to resolve business problems, address service issues or projects that may not be quite on track, or provide independent assurance before a decision to proceed is made.

We provide constructive 'critical friend' reviews of your existing change programme to maximise opportunities, reduce deliverability risks and ensure best practice is being adopted.

Our procurement and contract management specialists can identify opportunities for improving value for money, increasing productivity, ensuring compliance, and improving risk management across procured expenditure.

Whether it's a service, programme, project, or an external contract, we can provide an independent view in a constructive and sensitive manner.

## Transformation and Delivery

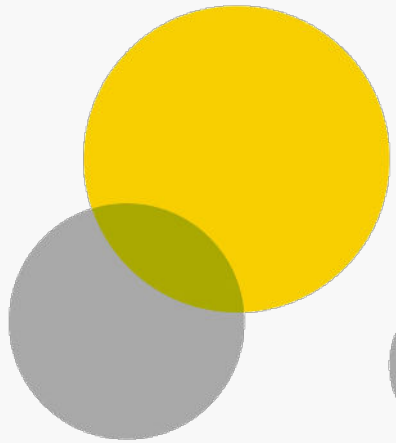
We assist organisations to build successful change programmes to deliver their strategic objectives and four-year budget proposals.

C.Co works with organisations to ensure the key components of successful delivery are in place. Each of our team are Prince2 and MSP trained, but more than that, each of them are experienced public sector practitioners who have designed, implemented and delivered successful change programmes across the sector.

C.Co believes strongly that organisations should be capable of helping themselves, that's why we're also happy to mentor your organisation's change team or run sessions with your Members or Board members on topics which are pertinent to your change programme; devolution, shareholder governance, best practice in commercialism, trading companies, ASCH integration, and children's trusts, to name a few.



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## Let's work together

Get in touch to talk more  
about your project

W [www.wearec.co](http://www.wearec.co)  
E [SpeakToUs@WeAreC.Co](mailto:SpeakToUs@WeAreC.Co)  
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T

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