



# DEECON CONSULTING

DELIVERING EXCEPTIONAL RESULTS FOR OUR CLIENTS SINCE 2008





Highly skilled, UK-based team striving for excellence and delivering quality for our Clients



Expertise across Telecommunications, Energy & Utilities, Construction, Transportation, and Public Sector



Business intelligence experts with a proven track record of cutting-edge reporting



Subject Matter Experts supported by 30+ talented consultants

Deecon provides services to 5 core sectors. However our subject matter expertise can be tailored to our clients' bespoke needs.

## Transport



## Energy & Utilities



## Construction



## Telecommunications



## Government & Public Sector



# SERVICES



Deecon's team of industry experts can assist you in reaching your organisational goals



## Research & Strategy

Successfully provided new market insight across multiple sectors and improved resource constraint predictability for the next 5-7 years



## Procurement

Assured over £9 billion of spend for clients with average sustainable savings of 17%



## Transformation

Operational improvements and capital benefits with 14-18% savings



## Commercial Management

£28 billion commercially assured with improved out-turn costs predictability and savings of 8-16%



## Dispute Resolution

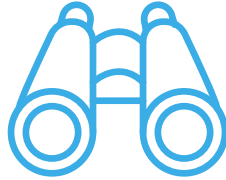
Over 110 adjudications and arbitrations with a 100% success rate



## Project Management

Extensive experience in delivering major infrastructure projects, specializing in the Utilities Sector

Deecon has a unique position in the marketplace that allows us to provide bespoke market insight and actionable strategic guidance through desk and field research



## Market Insights

Provide detailed, data-driven market insights that enable our Clients to implement actionable recommendations, from supply chain assessment to regulatory dynamics.



## Business Case Development

Identify key drivers, risks, and opportunities, to empower our Clients to make informed and strategic business decisions. Our Consultants have extensive experience delivering public sector 5-case business cases compliant with HMT Green Book.



## Programme Evaluation

Conduct comprehensive and holistic evaluations of our Clients' projects and programmes, to establish key performance indicators and ensure effective alignment with Client objectives. Our Consultants have experience delivering public sector programme evaluations, in-line with the Magenta Book.



## Strategy Development

Develop and improve change strategies to achieve results across organisations and their supply chains.



## Merger & Acquisition Advisory

Combine our sector-specific knowledge with data-driven insights, to navigate M&A complexities and enable our Clients to realise financial and operational synergies.

[Click here](#) to find out more about our Research & Strategy service

At Deecon, we deliver comprehensive solutions that optimise and enhance your supply chain and procurement processes. Deecon's procurement structure is outlined below:



## Supply Chain Insights

Leverage industry expertise to identify critical dependencies and market fluctuations, reducing costs and streamlining operations.



## Strategic Sourcing

Provide a rigorous process for developing a detailed sourcing strategy based on spend data, which drives cost savings and improves supplier service.



## Tactical Procurement

Monitor and manage order processes efficiently, including creating purchase orders, engaging with suppliers, and mitigating risk.



## Tender Management

Lead the end-to-end bid management process, to develop compliant proposals and achieve a competitive-edge.

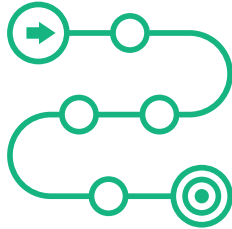


## Contract Writing and Development

Develop accurate and detailed contractual documents, from full NEC suite to bespoke types, to ensure our Clients' business needs are met.

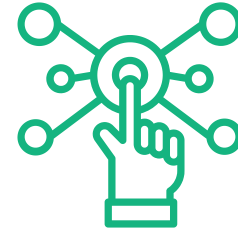
[Click here](#) to find out more about our Supply Chain & Procurement service

At Deecon, we believe that significant transformation requires an experienced and innovative approach to unlock efficiencies and deliver cost savings.



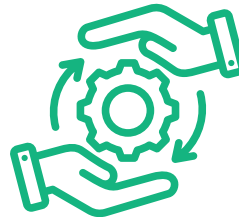
## Process Optimisation

Analysing our Clients' processes to pinpoint bottlenecks and enable cost savings and operational efficiencies.



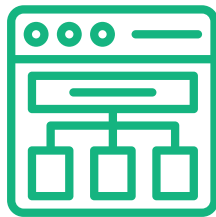
## Digital Transformation

Assisting our Clients to identify, adopt and integrate digital innovation, in order to improve operational processes and end-user experience.



## Change Management

Helping organisations to implement change effectively, while managing the impact on their operations, people and culture.



## Target Operations Model

Reviewing our Clients' organisational structure, processes, people, and technology to design an optimised Target Operating Model aligned to strategic objectives.



## Benefits Realisation

Ensuring that transformation delivers actionable and measurable outcomes, which enable our Clients to achieve and realise ongoing benefits.

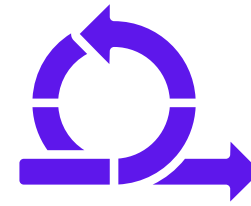
[Click here](#) to find out more about our Transformation service

Our proven experience and use of Project Management tools, optimises our Clients' ways of working through agile transformation and lean process improvement.



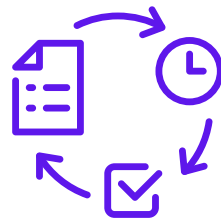
## Programme and Portfolio Management

Our Consultants blend programme and portfolio management skills with industry insight to deliver solutions that drive sustainable value and meet strategic goals.



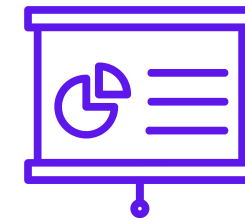
## Agile Change Delivery

Enable our Clients to break down organisational barriers, improve collaboration, and deliver complex system transformation projects.



## PMO Optimisation

Oversee the planning and execution of projects to ensure interdependencies are managed, digital innovation is incorporated, and communication is clear.



## Governance

Maximise the effectiveness of project governance to enhance senior suite oversight, develop RACI structures and ensure risk management principles are adhered to.

[Click here](#) to find out more about our Project Management service



Deecon's service ensures that your commercial management aligns with industry best practice, enabling improved performance and cost savings



## Cost Assurance

Assessing our Clients' commercial delivery structures to identify areas of revenue loss, then harnessing data and best practices to drive controls and visibility.



## Commercial Governance

Providing our Clients with experienced Consultants equipped with knowledge of industry best practices, to develop assurance and governance frameworks.



## Contract Management

Identifying opportunities in our Clients' contracts to increase innovation and quality of service delivery, whilst reducing costs and ensuring compliance.

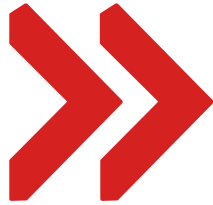


## Commercial Reporting

Creating robust templates and automated models to reduce manual intervention and increase the accuracy and speed of commercial reporting.

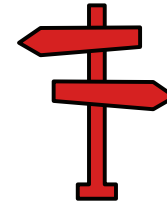
[Click here](#) to find out more about our Commercial Management service

Deecon's Subject Matter Experts have a proven track record of delivering results for our clients with a 100% historical success rate



## End-to-End Claim Support

Deecon has established a proven four stage process, which includes a comprehensive opportunity assessment, a recovery strategy, preparation of key documentation and execution, to achieve an effective result.



## Strategic Advice

Deecon's independent expertise provides an objective review, enabling our Clients to improve the formulation, management, and implementation of their recovery strategy.



## Dispute Avoidance

Deecon provide advice and support on challenging situations to mitigate the risk of disputes arising.



## Retained Support

Deecon continue to provide independent and objective insights after resolution, providing guidance and decision-making support.

[Click here](#) to find out more about our Dispute Resolution service

Having been awarded multiple public sector consultancy frameworks, Deecon is delivering impactful change in support of key initiatives

Deecon's current framework agreements and Routes to Market include:

Crown  
Commercial  
Service  
Supplier



## MCF3 Lot 1 – Business

Through the MCF3 framework, valid until 2025, Deecon is providing cost-effective consultancy advice to **central government** and wider **public sector** customers.

As a **trusted** and **independent** Management and Business consultancy, Deecon provides core service offerings through project or programme initiation, supporting delivery and providing implementation assistance.

**Bloom\***  
\*Opening up procurement®



## NEPRO<sup>3</sup> Framework

Being a **Bloom Accredited supplier** for professional services provides **public sector** buyers access to Deecon's Service Offerings and its high-calibre Resources.

Through Bloom, Deecon is able to **flexibly deliver** our services across Strategic Procurement, Business Change and Transformation, Research & Strategy, and other bespoke solutions.

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## Research and Insights DPS

The Dynamic Purchasing System (DPS) allows public sector buyers to access Deecon's Research, Strategy, and Insights offerings. Deecon is able to deliver end to end support from evidence gathering and data review to analysis and reporting.

Through the use of DPS, Deecon are able to provide **social, economic and market research**, and **behavioural insights** Research Services for projects and programmes of all sizes and values.



## Pre-Qualification System

Deecon has achieved Achilles UVDB registration, a pre-qualification system used within the utilities sector. This will provide Deecon with **enhanced profiling**, insight into industry specific protocols and allow us to **benchmark** our performance against our peers.

Deecon have also joined the Achilles Link-Up network, which is a supplier registration and pre-qualification system used within the transport sector.

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Deecon's current framework agreements and Routes to Market include:



## Lot 1 - Change Management

Following a competitive tender process, Deecon has been named as a supplier on the Government of Jersey (GoJ) Professional Services - **Change Management and Technology** Framework

Deecon's offering combines tried and tested core services with innovative approaches to support **digital transformation** and elicit best-value outcomes for GoJ.



## Automation DPS

Through the Automation Dynamic Purchasing System (DPS), Deecon deliver transformation of public sector business processes using technology solutions.

Deecon are able to identify, adopt and integrate **digital innovation** and automation to improve operations, enable cost savings and enhance end-user experience.



openreach

## Contract Development & Strategic Procurement


Deecon developed the contracting strategy and ran the procurement for Openreach's Network Services Agreement achieving its savings target



Transport for London

## Procurement & Supply Chain Transformation

Deecon were engaged as part of a wider team to review, recommend and design the preferred option for a new procurement and supply chain operating model



Silverstone

## Strategic Procurement

Deecon leveraged our procurement expertise to create bespoke ITT documentation and deliver a competitive tender for the award of a principal contractor to design and build Silverstone's new karting track



CityFibre

## Strategic Procurement

Deecon supported CityFibre's ambitions to award and build FTTP in over 100 UK towns and cities, helping to deliver the multi-billion pound tender from ITT to Final Recommendation in 3.5 months



UK Power Networks  
Delivering your electricity

## Capital Programme Commercial Management

Deecon provided commercial support in the London and Southern regions, managing costs, improving contract compliance, creating and implementing automation



WATERLAND  
PRIVATE EQUITY INVESTMENTS

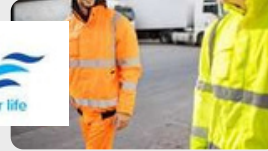
## Research and Strategy

Deecon delivered a market insight report focused on the UK Telco sector with cutting-edge insight on the development and future of both the Fibre and 5G markets



## Strategic Procurement for Framework Agreement

Deecon successfully procured 11 suppliers to fulfil 24 framework contracts across the UK. Benchmarking over 200 activities, Deecon identified the most economically advantageous suppliers for the 5-year framework agreement



## Strategic Procurement

Deecon successfully engaged with Southern Water to help define strategy across AMP6 Capital, Process R&M Procurement and Contract strategy



## Category Management

Deecon harnessed extensive experience of tender and supplier management, as well as market insights and knowledge of best practice governance, to create cost and time savings across G. Network's procurement processes



## Third Party Logistics Tender

Deecon delivered a Third-Party Logistics tender to facilitate a strategic partnership for warehousing and distribution services across 5-year framework, at value of £25 million



## Supply Chain Insight

Deecon was engaged to improve operational efficiencies and increase Build Partners' delivery capacity. We engaged with 14 internal stakeholders and 14 incumbent Build Partners through independent engagement workshops



## Supply Chain Insight

Deecon engaged with CityFibre's supply chain to gain insights on topics such as ways of working, rates, behaviours & performance and materials. Deecon produced a comprehensive report outlining key takeaways and recommendations



## Benchmarking and Commercial Strategy

Deecon were engaged by Motorola to conduct a Value for Money Analysis on supplier's Managed Service costs. Deecon successfully identified that the supplier's was charging a price which was 13.50% above the benchmark



## Commercial Management

Deecon have successfully managed the commercial function of Lanes-i. Monitoring and compiling both up and downstream applications, auditing previous submissions and identifying process efficiencies



## Procurement Strategy and Modelling

Deecon pioneered a procurement strategy for the PFI agreement with the MOD on behalf of the investors of Ancala Water Services. Deecon successfully developed a procurement strategy including £500m total spend repair & maintenance



## CVR System Implementation

Deecon produced an integrated, dynamic and user-friendly system, including 2 dashboards, 16 boards, 66 automations and a comprehensive training manual to automate the creation of the monthly CVR. Time saved was ~80%



## Market Insight

Deecon provided telco market insights to inform Clancy Group's infrastructure growth strategy. This included a 10-year infrastructure build forecast, and recommended partnerships with telco operators and contractors



## Claim and Negotiated Settlement

Deecon supported Rainham Industrial Services to settle a £1.06m claim with a main contractor for Major Works at the Port Talbot Tata Steel Site. Deecon successfully settled a £1.06m claim, which was 550k more than what was offered prior to Deecon's engagement



## CONTACT US

To find out more about Deecon's experience and how we can work in collaboration with you to deliver exceptional results, please contact us



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