

RM6399 Consultancy and Professional Services (CaPS)

Supplier engagement
Update August 2026



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Agenda

01. **Scope and timeline**
Overview of objectives including
timeline and milestones

03. **Proposed structure**
Overview of the lot structure

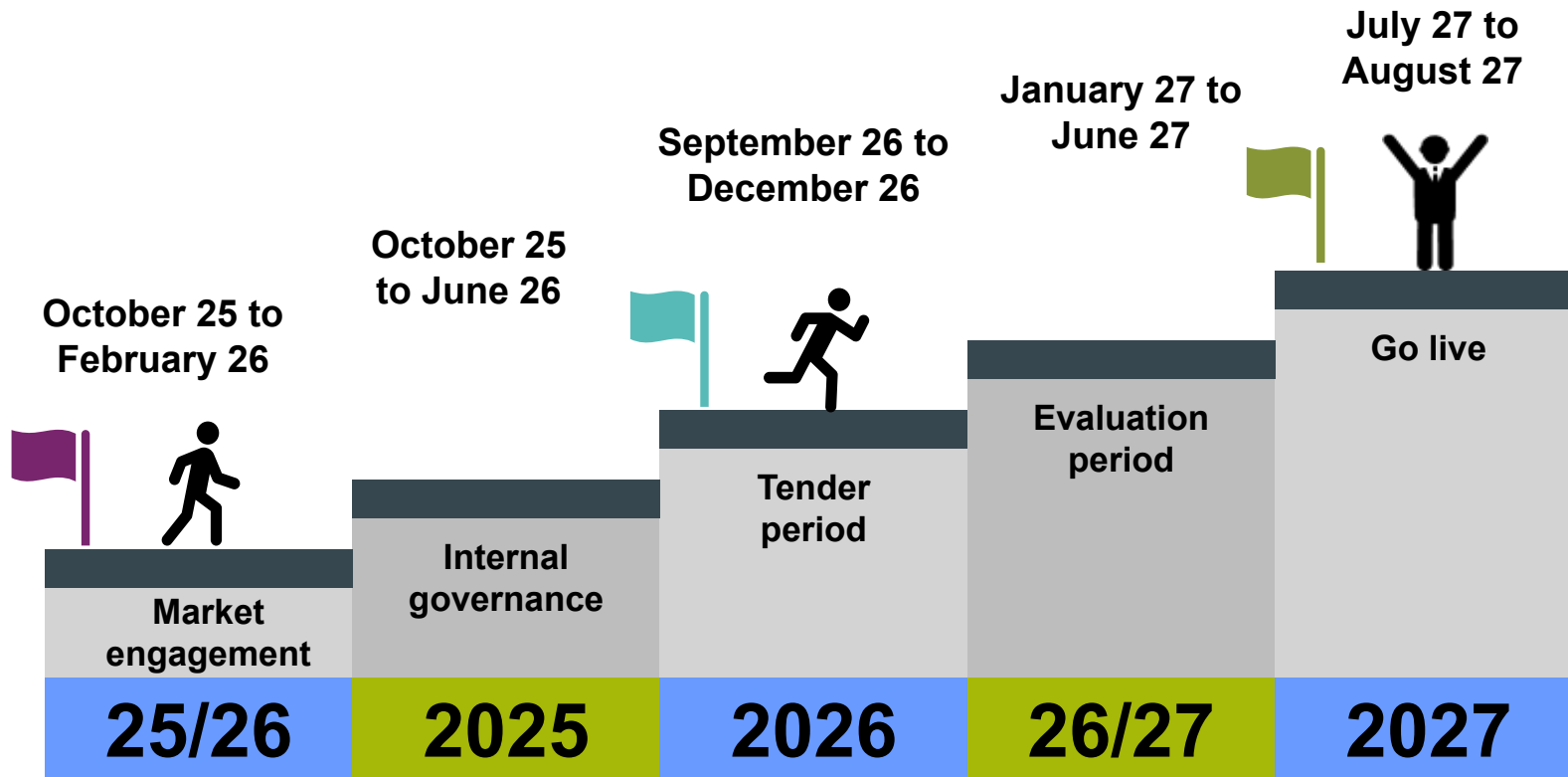
05. **Summary of Changes**

02. **Minimum requirements**
Minimum standards, insurances and
policies

04. **Technical Ability Certificate (TAC,
previously COTPA)**

05. **Annexes**

Indicative timelines



Annual requirements for suppliers

Cyber Security

Suppliers are required to have and maintain a cyber essentials certificate.

Insurances

Suppliers required to have and maintain Professional Indemnity, Public Liability and Employer Liability insurance to specific values.

Social value

PPN 002 - Suppliers across all lots will be required to complete and submit an annual social value return.

Self Audit Certificate

Suppliers must prepare and submit an annual self audit and assurance certificate.

Annual requirements for suppliers

Carbon reduction

PPN 006: Suppliers across lots 2 to 10 will be required to submit and annually maintain a carbon reduction plan.

Modern Slavery Act

Suppliers must provide GCA with an annual report stating the steps the organisations has taken to prevent slavery and human trafficking with in it's supply chain.

Financial stability

Bidders will be required to complete a gold standard financial viability risk assessment on lots 2 to 10. Lot 1 will require a silver standard financial viability risk assessment.

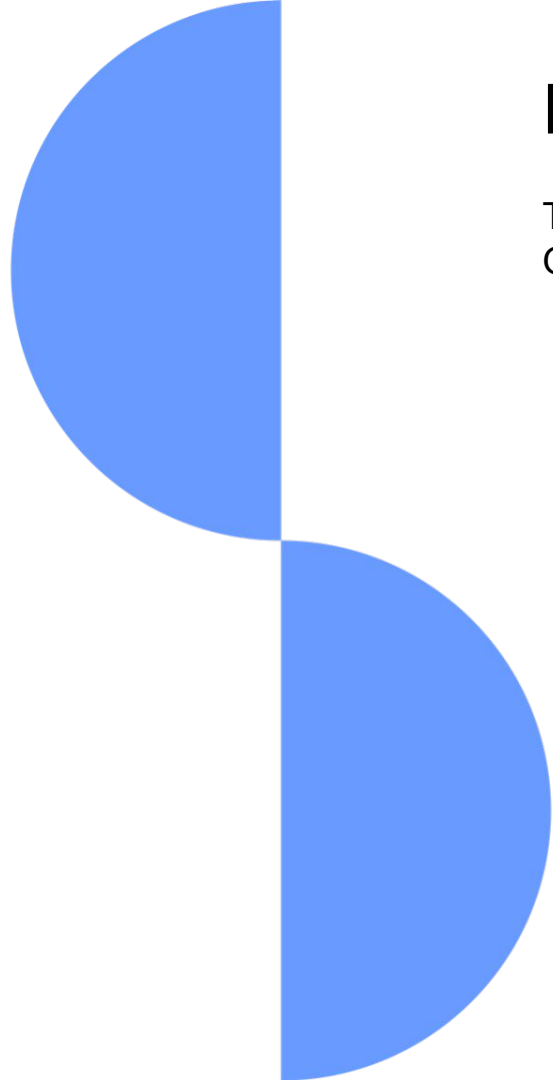
Prompt payment

Applies to central government contracts over £5 million.
Suppliers are required to pay 95% of invoices within 60 days.



Framework overview

- framework value - £5,000,000,000
- the first iteration under the Procurement Act 2023
- closed 4 year framework
- utilises the public sector contract (PSC)
- 10 lots
- six grades
- refreshed services lines
- variety of pricing models at call off (contingent price, fixed price, milestone prices, risk and reward, technology enabled services, time and materials and volume based pricing)
- indexation to be included from year 2 - Services Producer Price Index



Pricing mechanisms at call off level

This framework aligns with the Sourcing Playbook and Consultancy Playbook. Outcome based pricing is always recommended where possible.

- Fixed fee: a predetermined, set amount is paid for a specific, well-defined scope of work, regardless of the actual time or resources the consultant takes to complete it.
- Time and materials: T&M charges based on actual time spent. The Playbook recommends fixed fees when the project scope is fixed, whereas T&M is better for unpredictable, evolving projects.
- Technology enabled services: TES refers to the models used to charge for services that are enhanced, delivered, or automated by proprietary technology rather than just human labour.
- Contingent pricing: a payment model where services are paid for only upon successful completion of a specific goal.
- Risk and reward: a collaborative commercial model that aligns the consultant's incentives with the client's success, aiming to achieve better value for money by sharing risks and benefits.

Lot structure



Lot structure

Lot	Scope	No. of suppliers
1	Multidisciplinary (under £2m inc VAT)	160
2	Strategy and policy	40
3	Transformation	40
4	Finance	40
5	HR	40
6	Procurement	40
7	Health and social care	40
8	Infrastructure and public services	40
9	Environment and sustainability	40
10	Restructuring and insolvency services	20

Lot 1

Multidisciplinary

Overview

- this lot integrates all services detailed within lots 2 to 9 of the framework
- it allows for the procurement of a broad spectrum of consultancy and professional services
- for engagement with a maximum call off value of £2 million including VAT (including any extension options)
- framework entry requirements - bronze financial viability risk assessment (FVRA). Does not require annual carbon reduction plan (CRP).
- Suppliers bidding for this lot will be unable to bid for lots 2 - 9 (and vice versa). This is to ensure a broad mix of suppliers across the framework.
- Call off award procedures: further competition, award without competition, options for below threshold contracts.

TAC - Technical Ability Certificate (previously COTPA)

- a TAC demonstrates technical and professional ability to deliver specific framework service lines and capabilities
- TACs must meet minimum value and date requirements
- date range is typically within a 3 year period
- the TAC must be signed by relevant customer to verify the accuracy of the information
- TACs are evaluated on a strict "Pass/Fail" basis. Failure to meet all the mandatory criteria will result in the bid being excluded from the competition



Lot	Number of service lines	Minimum number of service lines to be evidenced	Number of TACs required to demonstrate service lines	Minimum value threshold for TACs
Multidisciplinary	128	2-5* (varies by service line)	1 per service line	£100k
Strategy and Policy	15	15	3 per service line	£1m
Transformation	14	14	3 per service line	2 x £5m, 1 x £8m
Finance	22	9	2 per service line	£750k
HR	10	4	2 per service line	£450k
Procurement	16	10	3 per service line	£600k
Health and Social Care	14	5	2 per service line	£450k
Infrastructure and Public Services	18	7	6 per service line	£400k
Environment and sustainability	19	4	4 per service line	£250k
Restructuring and Insolvency services	All 7 Primary Capabilities must be evidenced across a maximum of 3 TACs. Additional Capabilities can be evidenced by an additional 13 TACs. Sectors can only be offered if a Primary or Additional Capability has been evidenced in that sector using a TAC.			

Lot 1 - Multidisciplinary	Number of service lines	Minimum number of service lines to be evidenced	Number of TACs required to demonstrate service lines	Minimum value threshold for TACs
1a - Strategy and policy	15	5	1	£100,000
1b - Transformation	14	5	1	£100,000
1c - Finance	22	5	1	£100,000
1d - HR	10	2	1	£100,000
1e -Procurement	16	3	1	£100,000
1f - Health and social care	14	3	1	£100,000
1g - Environment and sustainability	18	3	1	£100,000

Useful links

- [RM6399 Consultancy and Professional Services page](#)
- [GCA events page](#)
- [GCA upcoming agreements page](#)
- [RM6309 MCF4 page](#)



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Summary of changes

Service Line Updates

- Following stakeholder feedback, service lines within the specification will align with previous iterations. A supplementary document providing service line descriptions may be issued to support this format.
- Service lines for each lot are annexed at the end of this slide deck

Lot 1 Updates

- Increase to Lot spaces (160 total, 20 places per specialism)
- Adjusted Financial Viability Risk Assessment (FVRA) criteria for Bronze status; D&B failure score threshold

Call-Off Award Procedures

- Procedures include further competition, award without competition (AWOC), and options for below-threshold contracts
- Application of AWOC has been broadened and updated provisions for below-threshold contracts

TAC requirements

- Confirmed TAC thresholds including minimum value thresholds and number required

ANNEXES

Annex A - Proposed service
lines by Lot



Service lines structure: Lot 1

Lot	Scope	No. of suppliers
1a	Strategy and policy	20
1b	Transformation	20
1c	Finance	20
1d	HR	20
1e	Procurement	20
1f	Health and social care	20
1g	Environment and sustainability	20

Service lines structure: Lot 2

MCF4 Service Lines

- Business case development
- Business process re-engineering
- Business structure
- Change management
- Digital, technology and cyber
- Future planning
- Game plan
- Policy
- Regulatory advice
- Social value
- Strategy
- Strategic advice

CaPS service lines

- Automation
- Business case and/or policy development/appraisal
- Organisational design, process optimisation and future planning
- Change management
- Digital, technology and cyber
- Game plan
- Innovation, growth and business models
- Policy
- Programme and project management
- Regulatory advice
- Risk, opportunity and compliance
- Social mobility
- Social value
- Strategy
- Value for money reviews

Service lines structure: Lot 3

MCF4 Service Lines

- Business
- Change management
- Complex programmes
- Delivery partner
- Digital, technology and cyber
- Finance
- HR
- Organisation design including target operating model
- Performance transformation
- Procurement and/or supply chain
- Programme and project management
- Strategy and/or policy
- Supplier side services and delivery
- Transformation management

CaPS service lines

- Business
- Change management
- Complex programmes
- Delivery partner
- Digital, technology and cyber
- Finance
- HR
- Organisational Design and Operational Improvement (including TOM and ERP Strategy)
- Performance transformation
- Procurement and/or supply chain
- Programme and project management
- Strategy and/or policy
- Supplier side services and delivery
- Transformation management

Service lines structure: Lot 4

MCF4 Service Lines

- Asset finance
- Asset management including valuation, sales and disposals
- Business analysis
- Capital fundraising, derivatives and hedging
- Cash management
- Cost benefit reviews, studies, analysis and evaluation
- Developing and assessing project proposals
- Economic analysis
- Financial accounting and/or reporting
- Financial due diligence
- Financial performance review and viability studies
- Financing public projects and negotiations
- Forecasting and budgeting
- Investment, financial advice and market services
- Mergers, acquisitions and divestment
- Payment structure advice and risk
- Pensions
- Regulation and statutory requirements
- Risk management
- Tax including value added tax (VAT)

CaPS service lines

- Asset finance
- Asset management including valuation, sales and disposals
- Business analysis
- Capital fundraising, derivatives and hedging
- Cash management
- Cost benefit reviews, studies, analysis and evaluation
- Developing and assessing project proposals
- Digital, technology and cyber
- Economic analysis
- Financial accounting and/or reporting
- Financial and investment advice
- Financial due diligence
- Financial performance review and viability studies
- Financing public projects and negotiations
- Forecasting and budgeting
- Investment, financial advice and market services
- Mergers, acquisitions and divestment
- Payment structure advice and risk
- Pensions
- Regulation and statutory requirements
- Risk management
- Tax including value added tax (VAT), employment taxes and corporation tax

Service lines structure: Lot 5

MCF4 Service Lines

- Capability development
- Cultural transformation
- Equality, diversity and inclusion
- HR functions, process and design
- HR policy and strategy
- Organisational design and/or workforce planning
- People and performance
- Recruitment, retention and employee value proposition
- Training and development

CaPS service lines

- Capability development
- Cultural transformation
- Digital, technology and cyber
- Equality, diversity and inclusion
- HR functions, process and design
- HR policy and strategy
- Organisational design and/or workforce planning
- People and performance
- Recruitment, retention and employee value proposition (EVP)
- Training and development

Service lines structure: Lot 6

MCF4 Service Lines

- Category management
- Commercial review and benchmarking
- Contract and/or supplier management
- Cost reduction
- Financial advice
- Game theory
- Operations, supply chain and logistics
- Outsourcing and insourcing
- Procurement process including P2P
- Procurement regulation
- Sourcing
- Tender development and analysis

CaPS service lines

- Business case development
- Category management
- Compliance
- Commercial review and benchmarking
- Contract and/or supplier management
- Cost reduction
- Decommissioning and exit management
- Digital, technology and cyber
- Financial advice
- Game theory
- Negotiation
- Operations, supply chain and logistics
- Procurement process including P2P
- Procurement regulation
- Sourcing strategy and make/buy advisory (including insourcing, outsourcing, and rightsourcing)
- Tender development and analysis

Service lines structure: Lot 7

MCF4 Service Lines

- Alternative delivery models
- Business case development
- Capability development
- Community services
- Digital, technology and cyber
- Emergency services
- Healthcare operational review, improvement and/or modelling
- Healthcare transformation, change and delivery
- Housing
- Mental healthcare
- Not for profit
- Planning for health, social care and community
- Programme and project management
- Public service improvement review
- Regeneration
- Security and welfare
- Social care and safeguarding
- Social mobility and levelling up
- Sport, leisure and culture
- Strategy and or policy

CaPS service lines

- Alternative delivery models
- Business case development
- Capability development
- Community services
- Digital, technology and cyber
- Emergency services
- Healthcare operational review, improvement, and/or modelling
- Transformation, change, and delivery
- Housing
- Mental healthcare
- Not-for-profit
- Planning for health, social care and community
- Programme and project management
- Social Care and safeguarding

Service lines structure: Lot 8

MCF4 Service Lines

- Aerospace
- Automotive
- Aviation
- Communications and technology infrastructure
- Defence
- Highways
- Nuclear
- Ports and shipping
- Public transport
- Rail
- Smart infrastructure
- Towns, cities and rural areas
- Travel, transportation and logistics

CaPS service lines

- Aerospace
- Automotive
- Aviation
- Communications and technology infrastructure
- Defence
- Digital, technology and cyber
- Highways
- Nuclear
- Ports and shipping
- Public service improvement review
- Rail
- Regeneration
- Security and welfare
- Smart infrastructure
- Sport, leisure and culture
- Towns, cities and rural areas
- Transport
- Travel, transportation and logistics

Service lines structure: Lot 9

MCF4 Service Lines

- Air quality
- Carbon net zero and/or carbon management (including reporting)
- Climate change adaptation and/or mitigation
- Coastal
- Contaminated land and water
- Due diligence
- Environmental planning and protection
- Environmental, social and governance (ESG)
- Feasibility studies and/or impact assessment
- Life sciences
- Monitoring environmental indicators
- Natural capital
- Natural resource management
- Policy development and/or implementation
- Pollution control (including noise)
- Regulatory compliance
- Sustainability
- Waste management

CaPS service lines

- Air quality
- Carbon net zero and/or carbon management (including reporting)
- Climate change adaptation and/or mitigation
- Coastal
- Contaminated land and water
- Digital, technology and cyber
- Due diligence
- Environmental planning and protection
- Environmental, social and governance (ESG)
- Feasibility studies and/or impact assessment
- Life sciences
- Monitoring environmental indicators
- Natural capital
- Natural resource management
- Policy development and/or implementation
- Pollution control (including noise)
- Regulatory compliance
- Sustainability
- Waste management

Service lines structure: Lot 10

MCF4 Primary capabilities

- Accelerated Mergers and Acquisitions
- Business review
- Cash-flow review
- Distressed debt restructuring
- General restructuring advice
- Insolvency contingency planning
- Options analysis

CaPS Primary capabilities

- Accelerated mergers and acquisitions
- Business review
- Cash-flow review
- Corporate insolvency
- Distressed debt restructuring
- General restructuring advice
- Insolvency contingency planning
- Options analysis:
- Corporate insolvency

Service lines structure: Lot 10

MCF4 Additional capabilities	CaPS Additional capabilities
• Capital markets advice • Economic consulting (Market Economy Operator Principle - “MEOP”) • International insolvency advice • Pensions advisory • Restructuring tax advice • Special administration regimes	• Capital markets advice • Economic consulting (Market Economy Operator Principle - “MEOP”) • International insolvency advice • Pensions advisory • Restructuring tax advice • Special administration regimes • Special manager appointments • Restructuring plans

Service lines structure: Lot 10

MCF4 Sectors

- Advanced manufacturing, which includes aerospace manufacturing, automotive manufacturing, computers and electrical equipment manufacturing, machinery and equipment manufacturing, shipbuilding, chemicals manufacturing, and space
- Aviation
- Business services, which includes outsourcing, professional services, recruitment services and facilities management
- Construction
- Consumer, which includes retail, consumer goods, tourism, hospitality and leisure
- Defence
- Education
- Energy, which includes electricity, gas markets, civil nuclear, oil and gas and refined petroleum products manufacturing
- Financial services
- Health and social care
- Heavy industry, which includes agri-tech, cement manufacturing, construction material, ceramics, plastics manufacturing, rail manufacturing, paper manufacturing, mining, steel manufacturing, fabricated metal products manufacturing and other energy intensive industries
- Local authorities
- Sports and leisure
- Technology, media and telecoms
- Transport (excluding aviation) which includes maritime and ports, road haulage and logistics, rail, warehousing and storage, and postal and courier services
- Utilities

CaPS Sectors

- Advanced manufacturing, which includes aerospace manufacturing, automotive manufacturing, computers and electrical equipment manufacturing, machinery and equipment manufacturing, shipbuilding, chemicals manufacturing, and space
- Aviation
- Business services, which includes outsourcing, professional services, recruitment services and facilities management
- Construction
- Consumer, which includes retail, consumer goods, tourism, hospitality and leisure
- Defence
- Education
- Energy, which includes electricity, gas markets, civil nuclear, oil and gas and refined petroleum products manufacturing
- Financial services
- Health and social care
- Heavy industry, which includes agri-tech, cement manufacturing, construction material, ceramics, plastics manufacturing, rail manufacturing, paper manufacturing, mining, steel manufacturing, fabricated metal products manufacturing and other energy intensive industries
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- Transport (excluding aviation) which includes maritime and ports, road haulage and logistics, rail, warehousing and storage, and postal and courier services
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