

ESPO 664-25 Consultancy Services



Framework Period: 1st September 2025 – 31st August 2027

Focus are proud to have been awarded a place on the new ESPO 664_25 Consultancy Services Framework, continuing our involvement with ESPO frameworks since their introduction in 2013. This achievement ensures our framework portfolio continues to collectively cover our full range of services.

Our appointed Lots are:

LOT 1: BUSINESS, PROCUREMENT AND EDUCATIONAL SERVICES

This Lot is for Customers seeking a broad range of consultancy in relation to business, procurement and educational services.

Lot 1a – Business Services

- Alternative delivery models
- Business continuity and resilience
- Business transformation
- Change management
- Commercialisation
- Corporate social responsibility
- Disaster recovery systems and testing
- Crisis and emergency preparedness, contingency planning, and response
- Funding research, applications and bids
- Improvement programmes
- Income generation
- Innovation
- Legislation compliance
- Net zero (design, procurement, and finance)
- Marketing services and management
- Organisational design and policy
- Process mapping
- Programme and project management
- Project management
- Quality management
- Risk management and mitigation
- Service improvement.

- Staff recruitment and retention
- Strategy development
- Supply chain management
- Whole-Life carbon, cost and risk, management & planning
- Workforce planning and transformation.

Lot 1b – Procurement and Contract Management Services

- Category management
- Contract management
- Corporate Social Responsibility
- E-sourcing
- Efficiencies and savings
- European and global sourcing
- Implementation support
- Post procurement support
- Process mapping and optimisation
- Procurement strategy development and implementation
- Procurement support
- Social Value
- Supplier integration
- Supplier relationship management
- Supply chain resilience.



For further information, please contact **Sally Martin**, Office Manager.
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LOT 7: SPORT, LEISURE, CULTURE AND TOURISM

This Lot is for Customers seeking a broad range of consultancy in relation to sport leisure, culture and tourism. Service Providers included within this Lot will be required (but not limited to) to provide advice and support in the following areas:

- Art and cultural services studies
- Child protection
- Commercial and efficiency reviews
- Customer insight information
- Funding and funding applications
- Health and Safety
- Historic site, building, and monument studies
- Increasing public use of services
- Leisure facilities and activities
- Library service studies
- Management improvement programmes
- Museum service studies
- Outsourcing of services
- Physical activity and Wellbeing
- Service strategy design
- Sport service studies
- Technical reviews
- Trusts and joint ventures.

LOT 8: PROPERTY AND ENVIRONMENT

This Lot is for Customers seeking a broad range of consultancy in relation to property and environment.

Lot 8a: Asset Management and Delivery

- Acquisitions
- Evaluations and reviews
- Liability
- Maintenance
- Management and delivery
- Management of historic sites, buildings, and monuments
- Mapping
- Property surveys
- Rationalisation.
- Remodelling
- Sale and disposal.

Lot 8b: Environmental and Sustainability

- Assessments and appraisals
- Alternative energy
- Archaeology studies
- Biodiversity
- Carbon foot-printing and reduction
- Carbon reduction and climate change adaptation
- Climate change adaptation and mitigation
- Eco-towns
- Environmental audits
- Environmental initiatives
- Environmental legislation
- Energy efficiency and targets
- Flood defences, alleviation and drainage
- Green technologies
- Heat networks
- Landscape management
- Mapping
- Modelling
- Pollution
- Resource efficiency behaviour change programmes
- Smart cities
- Sustainability
- Water management
- Waste auditing.

Lot 8c: Facilities Management

- Delivery models
- Fire risk
- Hard FM consultancy
- Outsourcing of FM services
- Premises, caretaking and cleaning
- Property security
- Reorganisation of FM services
- Soft FM consultancy.



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Lot 8e: Housing and Housing Support

- Asset Management
- Benchmarking
- Development project management
- Governance
- Homelessness
- Housing needs and assessments
- Investment programmes
- Living standards, stock condition surveys and risk assessments
- Management and support
- Quality assurance
- Process mapping
- Regeneration project management
- Revenue optimisation and funding
- Risk and internal control
- Service improvement and performance
- Supported housing
- Tenant participation schemes
- Tenant scrutiny
- Transfers and de-commissioning.

Lot 8g: Regeneration and Regional Development

- Business case development
- Employment land reviews
- Government policy and awareness
- Historic site, building and monument assessments.
- Income generation schemes
- Local business development
- Local economic assessments
- Regeneration and economic development
- Supply chain development
- Sustainable community strategies
- Sustainable economic growth plans.

LOT 9: RESEARCH AND MARKETING

This Lot is for Customers seeking a broad range of consultancy in relation to research, engagement, marketing communications and PR.

Lot 9a Research and Engagement

- Academic research
- Communication
- Community research and strategies
- Customer insight information
- Demand management
- Feedback facilitation
- Public dialogue, engagement and consultation
- Soft market testing
- Staff Surveys
- Stakeholder engagement.

LOT 10: STRATEGIC PROGRAMMES & PROJECTS

This Lot is for Customers whose Project and programme requirement is for advice and support across a range of consultancy disciplines in relation to high value and/or complex, strategic Projects and programmes which require multi-specialism Consultancy that bridge several Lots and/or Sub-Lots of the framework, for example encompassing Sub-Lots 8a, 8b and 9a.

Examples of such Projects may include, but is not limited to, the following Infrastructure Projects:

- Organisational reviews and re-design
- Community Research and Regeneration Projects
- Outsourcing Projects and Programmes
- Shared Services implementations
- Business start-ups and joint partnerships.

Where the Customer's requirements are covered under a specific Lot of the Framework (i.e., a specific discipline of Consultancy is required covered under Lot 7 of the framework) this Lot 10 should not be used.



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Key Benefits:

Being a supplier to ESPO offers a flexible, streamlined procurement route through either direct call-offs or mini-competitions and provides confidence in our commitment to quality, legislation, and best practice.

With our multi-disciplinary team and approved supply chain we offer a single point of service across a wide variety of sectors - from business and procurement support to cultural, environmental, housing, and regeneration projects. This breadth of expertise means clients can access a comprehensive suite of services under one trusted partner, saving time and reducing risk.

Our inclusion on the framework reinforces our reputation for reliability, professionalism, and a client-focused approach, ensuring we deliver impactful and sustainable outcomes tailored to each project's unique needs.



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