



Case Study

Atamis: Shaping the way Welsh Government delivers its business

Atamis is a leading provider of spend analysis and contract lifecycle management solutions. Atamis works with the National Procurement Service of Welsh Government providing in-depth spend analysis across the region helping drive key policy decisions; our case study tells you more.

The National Procurement Service for Wales was launched in November 2013 with the objective of improving value for money for the Welsh tax payer, encouraging growth in the Welsh supplier community and buying collaboratively 'Once for Wales'. In total 73 Public Sector organisations across Wales - from central and local government, health, education, police, fire and rescue and other public bodies - have made the five year commitment to use the NPS for Wales.

Critical to the NPS is Business Intelligence - in particular, access to up-to-date management information from the 73 stakeholders. This information is fundamental to supporting NPS in identifying collaborative procurement opportunities, setting procurement strategies, measuring compliance against NPS contracts and identifying seasonal trends in the consumption of goods and services.

£6Bn p.a. of spend data is now processed by Atamis with regular updates throughout the year. Atamis supports multiple data formats, taxonomies and custom requirements from each stakeholder and provides data cleansing, validation, classification and enrichment to generate dashboards to support NPS with making strategic procurement decisions.

Atamis also provides direct access to member organisations for their own local spend information and for Value Wales to support the Wales Procurement Policy requirements.

An interview with Simon Griffiths,
Head of Commercial Innovation Welsh
Government.

Could you start off telling us a little bit about Welsh Government?

Welsh Government is the devolved Government for Wales. We work to help improve the lives of people in Wales and to make our nation a better place in which to live and work. Responsibility for most key areas of public life including health, education and environment is devolved.

Regarding my role specifically, a key component of my role is an initiative called 'Better Jobs Closer to Home', which has been established to create and deliver employment opportunities in areas of high levels of joblessness within Wales, this work is part of a wider 'Valley's agenda called - 'Our Valleys, Our Future' with more information provided by this link: <http://gov.wales/newsroom/people-and-communities/2017/our-valleys-our-future/?lang=enc>

How is Welsh Government using Atamis?

When I first joined Welsh Government I was employed as Head of Category Management & Deputy at the NPS. Management Information (MI) was mission critical to inform our sourcing strategy, and the information we had at the time was not accurate or up to date enough to enable an informed strategy for collaborative procurement which we required.



We undertook some initial market research for MI products, and then utilised the Crown Commercial Service's GCloud framework to procure a new solution.



What did you do before?

Before Atamis we had a system in use from an incumbent contract that wouldn't give the visibility that we needed, hence the decision to procure a new solution.

How does that compare to now?

Within the first 12 months of utilising the Atamis system, we had cleaner, and more accurate information than previously.

Atamis extracts financial data from Welsh Public Sector finance systems, categorises the expenditure into ProClass and eClass coding structures. We use the data to inform strategic planning and decision making. The data is extremely accurate and is frequently updated. Spend data that used to take between 8-12 months to be collated, takes Atamis less than four months to collect, import, and sort ready for use. The detail we can now analyse in the system has significantly improved.

Our customers also benefit from the use of Atamis as it is much simpler to upload their data; and they too can access a wide range of services that enables them to make informed decisions on strategic procurement sourcing.

How are you using the data that Atamis delivers?

When we first started using the data within the NPS it enabled us to analyse spend, to ensure that our pipeline for collaborative procurement included those expenditure areas that best suited collaboration, and the 'Buy once for Wales' approach across different sectors.

The information that Atamis provides is very powerful, and we have been able to take this and go even further, and dive deeper into the data which informs other strategic procurement related detail to help with economic growth and innovation.

Can you give an example?

One example of how we use the Atamis system is to support the delivery of Better Jobs Closer to Home. As highlighted earlier through the links, Better Jobs Closer to Home applies procurement interventions, which are designed to create and deliver employment opportunities in areas of high levels of joblessness within Wales.

We analyse the data delivered by Atamis to analyse spend patterns, so that we can see what money is being spent and on what, and where the supply is coming from. With this information we can intervene to create jobs from incumbent, and also newly created supply chain opportunities.

For example, by analysing what is being bought in Wales, we identified a potential opportunity for manufacturing within Wales. From this analysis we have worked with the supply chain to scope the opportunity fully, and from this work a Manufacturing Hub is being created within the South East Wales Valleys, where deprivation is at its highest in Wales. It will operate from March 2018 and will create significant job opportunities within areas of need in Wales. The data is helping to create jobs - better jobs - within Wales.

The Better Jobs Closer to Home team is currently working on five pilots, which will provide a systemised method of commercial intervention and delivery, and this is currently acting as a test bed for further roll out across other areas of Wales.

This sounds really powerful.

It is. The NPS within two years of operation has made £20 million savings, created 150-200 jobs, and procured more than 40 collaborative frameworks for the Welsh public sector.

We are now diving deeper in to the data for commercial economic growth to create jobs and opportunities.

The data is extremely powerful; it isn't just helping us implement policy, it is actually informing the development of policy, and assisting the way in which strategic procurement can assist how Welsh Government can serve its citizens.

"The Atamis team is organic and flexible. I cannot stress enough how critical, accurate, and up to date the system is. The data is being used to develop policy, not just deliver policy. It is immensely powerful".