

Bulien - RM6195 blog post

Earlier this year Bulien LLP were named as a supplier on Crown Commercial Services' Big Data and Analytics framework, RM6195 for LOT 2, COTS Software.

Sounds just like any other framework arrangement right? So why bother?

When the framework was released, we saw an opportunity that was so suited to our specific set of skills that we knew we had to devote the time and energy to ensure we were on the framework, to allow the CCS to benefit from what we offer. This wasn't just based on a hunch of course. The global direction for big data and analytics software certainly supports this as we can see from a few statements below:

- By 2025 50% of enterprise organisations will have operationalised AI platforms having grown from fewer than 10% in 2020 - Gartner
- Data driven organisations are growing an average of over 30% annually – Forrester
- 87% of public sector leaders cite democratisation of data and technology as critical to success – Accenture
- Developing a modern data strategy can return up to 415% five-year ROI – IDC

So that's all well and good for big business but what does this mean for CCS and UK central government in general? The CCS has this to say about its purpose generally:

'Crown Commercial Service (CCS) supports the public sector to achieve maximum commercial value when procuring common goods and services. In 2021/22 CCS helped the public sector to achieve commercial benefits equal to £2.8 billion – supporting world-class public services that offer best value to taxpayers'

In the context of this framework the CCS laid out its plans as follows:

'Big Data and Analytics is an emerging and evolving capability, with its prominence heightened by COVID. It is fast becoming recognised as business critical and a core business function, with many Government Departments now including Chief Data Officers. The National Data Strategy and implementation of its missions reinforce the requirement to access and interrogate Government data more effectively to improve public services.

This framework will offer a central route to market for all Big Data & Analytics requirements. By offering a range of buying options and pricing mechanisms, it will enable competitive and agile procurements across a specialist pool of Suppliers. Its scope will support a range of needs, from individual niche work packages to complete data service transformations and new service builds (lot 1); also, a comprehensive menu of related COTS software offerings (lot 2). The Supplier ecosystem created by the framework is designed to grow internal capabilities and reduce recognised skills gaps to support the creation of intelligent BD&A functions across the UK Public Sector'

All this sounds like everyone is on the same page so why are Bulien well-placed to help the CCS deliver it's aims?

- SME's like Bulien have the skills, agility and experience to deliver on time, efficient projects that save taxpayer money and provide excellent ROI.
- Public sector values SME's with good carbon credentials. Bulien have a provable and published carbon reduction plan that proudly stamps our feet to this as a CARBON NEGATIVE company.
- Public sector likes nerds. Thankfully for Bulien we've spent the last 5 years building a worldwide centre of excellence specifically with Alteryx at the heart of a wider eco system of big data and analytics tools including AWS, Snowflake, DataRobot, Azure, Power BI, Tableau, Qlik, Trifacta and Databricks. We are ready to enable new users and close skills gaps.
- Unsurprisingly, public sector likes specialists. Bulien are among the top partners that Alteryx collaborate with for public sector business and we are the only successful pureplay Alteryx partner to be awarded a place on this framework.
- Collaboration is at the heart of public sector. This is a value that we at Bulien also hold as the first Alteryx partner to achieve Professional Services Delivery Partner status in EMEA and continues today alongside Alteryx account managers and CSM's.

Still looking pretty good right? Now comes the interesting part. Why were we so sure that Alteryx would be of interest to the buyers on this framework? Again, the answers jump off the page:

- Many public sector organisations already use it and a good portion of them are already Bulien clients such as several NHS departments, central government, higher education, and other government funded organisations.
- Alteryx is in use in public sector all over the world, but particularly in the USA where there are countless use cases for how Alteryx has done exactly what CCS want to do in the UK.
- Alteryx has proven to be a consistent player in the data analytics space, amongst other 'magic quadrants' according to Gartner for several years. Gartner even had to make a special quadrant, so they could actually include Alteryx, given its unique combination of capabilities.
- There has been massive YoY investment by the vendor in resources for UK public sector, recognising it as a massive growth area.

That's today's news which as we all know will be tomorrow's.... well, nothing really since no one buys newspapers anymore and fish and chips are eaten out of jars as a nutritional powder but what does the near future hold that elevates all this?

Cloud. It's just over 16 years since AWS launched their first consumable compute service EC2. Fast forward to this year's Re-Invent conference and it's all about data. As a yardstick for the data industry, if we agree that these guys are the de facto 'keepers of the data kingdom' in terms of storage at the very least then how does Alteryx leverage that as a COTS software provider?

Enter Alteryx Analytics Cloud. In an almost unfathomably astute flick of a BACS payment of several hundred million dollars, Alteryx can now leverage the power of any cloud service provider by combining the machine learning based data wrangling capabilities of Trifacta with the low code, no code user friendly tooling already available in Alteryx Designer and the human language, ML enabled intelligence

dashboarding of Auto Insights. No wonder it's already been nominated in the Cloud award shortlist for 2022. The roadmap is heavily focussed on increasing the already capable machine learning and data science capabilities available today and all of this will sit in the cloud, further leveraging the benefits of efficient data processing times, increased flexibility of deployment and a massive reduction in on going IT costs for platform management.

So where does this leave us? Through this framework public sector customers can now leverage the power of Alteryx and benefit from Bulien's sector specific expertise that offer best value to taxpayers as a long-term evolving platform for big data and analytics. I can safely say that Bulien are delighted to be a supplier to the Crown Commercial Service for RM6195 and I hope, as evidenced here that we have a lot to offer.

For more information about RM6195 and how Bulien can deliver the value of Alteryx, please contact Mark Jackson (Jackson@bulien.com)