



Frimley Health
NHS Foundation Trust



CASE STUDY

**FRIMLEY PARK NEW HOSPITAL -
A COMPREHENSIVE APPROACH TO EFFECTIVE
PROJECT DELIVERY, INITIATING THE COMMERCIAL AND
PROCUREMENT STRATEGY FROM INCEPTION**

1st **Executive**

FRIMLEY PARK NEW HOSPITAL - A COMPREHENSIVE APPROACH TO EFFECTIVE PROJECT DELIVERY

1st Executive ensured effective delivery of the project from its earliest stages. This included initiating the commercial and procurement strategy from inception, and managing the complete process of selecting and onboarding new suppliers.

THE CHALLENGE:

A key challenge lay in choosing between adopting a traditional, high-cost consultancy model or finding a more efficient and compliant alternative.

The Trust needed a robust route to market to source a specialised Statement of Work (SOW) taskforce, comprising commercial, procurement, and programme professionals.

At the same time, internal Temporary Work Policies created significant barriers to deploying interim resources through a

standard recruitment framework, requiring careful navigation to ensure compliance and efficiency.

Throughout the process, it was essential to maintain clear, consistent, and continuous visibility of project progress and milestones.

Additionally, managing and mitigating commercial and delivery risks was a central focus to safeguard the Trust's interests and ensure the programme's successful execution.

OUR SOLUTION:

- Contractual responsibility and delivery via interim Senior & Principal consultants under our managed service model, utilising Constellia as a neutral vendor.
- Clear reporting, on-site presence, and non-negotiable structured communication at all times.
- Resource based model with day-rate consultants under a statement of works with clear deliverables.
- IR35 compliance managed by 1st Executive.
- Scalable model for adding additional resources.

BENEFITS & RESULT TO CLIENT:

- Consistent transparency and visibility of outputs.
- Rapid issue resolution and effective delivery management.
- Flexibility to adjust resource levels as programme needs change.
- Customer relieved of IR35 liability and compliance risk.
- Access to high-quality, pre-approved consultants at varying seniority levels.
- Extremely competitive and upfront pricing model.

AREAS OF STRENGTH DEMONSTRATED:

-  We employed careful navigation to ensure compliance and efficiency throughout.
-  We managed and mitigated commercial and delivery risks as a central focus to safeguard the Trust's interests.
-  We ensured flexibility to adjust resource levels as the programme needs changed.

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