

Adaptus Consulting

YOUR GROWTH IS OUR BUSINESS

We are an Independent Consultancy Partnership, driven by our values and a passion to create an effective justice system that innovates, delivers results and adapts to an ever-changing world.

We are market leaders in providing informed and innovative support to organisations in the justice sector. And we have an unmatched track record in securing new business for our clients, in the UK and abroad, and in supporting service design and implementation.

Our expertise isn't limited to justice, we also work in employability, drugs services, health and housing, because we know that these are inextricably linked.

Developing our clients' business is the core of what we do.

We manage and write bids, we help clients to design winning solutions and prepare compelling tender responses, we build supply chains, we model costs and help clients get the commercials of their bids right and we manage projects.

Above all, we work alongside our clients, as fully-embedded members of their team, tailoring our approach carefully to meet their needs.

Right now, we know that organisations are under pressure to reduce overheads and to ensure that they secure the last penny of value from the resources they use. This often means needing to take finely balanced judgements about investing in business development capacity, weighing cost against potential return.

TO ADAPT IS TO GROW

We offer a “pick up and put down” business development support facility.

Working alongside your team, we can deliver experienced, capable, people to support your business development activity.

Whether you need analysis of the market and upcoming business opportunities, a complete end-to-end bid management service, subject matter experts, supply chain building or simply some bid writers to get your proposal across the line, we can provide them. And you only pay when you use us, so you do not need to resource in-house for peaks of activity.

This is particularly important when you have key upcoming competitive tenders that required time bounded resource that may not be available in your business as usual capacity.

OUR OFFER

We would welcome the chance to talk to you about how you can use us to work alongside your business development professionals and senior managers to provide additional capacity and capability where you need it. Our Partners and our carefully selected pool of Associates can provide any or all of the roles you may need, whether you need a whole bid team or specific roles.

Typically, we seek to develop long-term relationships with our clients, so that we get to know what makes them tick and they get to know our strengths and capabilities. Our “pick up and put down” approach means that we will agree with you a clear framework of costs, usually by role type, in order to give you predictability and transparency on the cost of activity.



We always price keenly and aim to take the effort out of shopping around for the right people at the right price.

OUR TRACK RECORD

Our clients are in the private and voluntary sectors, and in the UK, Australia, the Middle East and the US. Over the last few years we have worked on major bids across a range of sectors.



We have worked with Sodexo Justice Service over the last two years, providing a range of support across multiple complex bids. We provided solution development and bid writing support for their Prison Education Framework bid; solution support and bid writing for their successful bid for the Ministry of Justice's Prison Operators Framework; bid writing and "critical friend" reviews for their Probation Delivery partner bid; and were an integral part of their bid to run HMP Wellingborough, helping to shape their solution, participating in dialogue with Ministry of Justice and bid writing and review. Across all of these engagements, we worked as an integral part of Sodexo's team, bringing fresh insight, independent challenge and expert bid management resources.



We worked with Broadspectrum on their successful joint bid (with MTC) to run Parklea Prison in New South Wales, Australia. Our role was to design effective resettlement and rehabilitation services for the prison, in particular induction and case planning activities, programmes to address life skills and offending behaviour. We helped design the operational solution and write the tender response, as well as playing an important role in the mobilisation and transition from the previous provider.



We worked with the Forward Trust on the HMPPS ESF CFO tender, where we provided end to end bid support including bid direction, operating model and supply chain development and bid writing. We have supported Forward Trust with several successful bids, most recently for IAPT services for prisons in the South East.



We have recently worked with Fedcap Employment on their submission to the DWP's Commercial Agreement for the provision of Employment and Health Related Services, providing support on solution design, bid management and bid writing.



We worked with Newcastle College Group to support their bids to the Ministry of Justice for prison education services, providing a Bid Director, competitor analysis, supply chain development across multiple regions, solution design and bid writing services. One of our partners led this project as Bid Director, working alongside the NCG senior management team.



We supported Correct care Australasia to bid for prison health services in the UK, by helping to establish a UK-based business and resourcing a full bid team for multiple bidding opportunities.

OUR PEOPLE

KEVIN LOCKYER - MANAGING PARTNER

Kevin's connections and 30 years' experience are the foundations of Adaptus. He brings deep knowledge of the operational delivery of criminal justice services and policy development and implementation.

Kevin has a track record of "big-picture" policy thinking and has worked with Government ministers and Parliamentary Select Committees looking for policy advice and guidance. He has published proposals for radical reform of management in the prison estate and in delivery of community services. His repertoire covers a wide range of areas including operational management, commission of volume and specialist services, service and business development and change management. He is passionate about making a difference, by developing and delivering effective services that build social capital and provide opportunities, but determined not to be bound by convention.



DEAN TAMS - PARTNER

Dean is an expert in developing partnerships, direct sales strategies and business strategy to support growth. Adaptus benefits from his 17 years' experience operating in the Criminal Justice System and associated sectors driving strategic growth and product visibility for non-profit organisations.

He is experienced in designing services for offender learning, offender management and has worked in crime prevention, managing prison resettlement services and business development both large and small.



ALEX ROSS - PARTNER

Alex is an experienced manager, bid writer, stakeholder communications, strategy developer and leadership coach with twenty years' experience public, private and third sector practice; he is an excellent communicator and negotiator, accomplished in stakeholder management and shaping cross-sector projects.

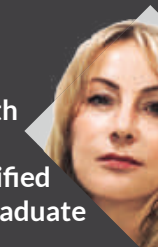
Alex is a former HMPPS Accelerated Promotion Scheme graduate and experienced Operational Manager having worked a variety of prisons. A qualified leadership and performance coach specialising in developing young leaders, entrepreneurs and emerging senior leaders and improving media, communication, public presentation and confidence skills, Alex frequently helps organisations think not just about business solutions but how they shape their cultures.



EMMA TOMLINSON - PARTNER

Emma is an experienced consultant with expertise in transformation, change management and bidding. She is a qualified Prince 2 project manager with a postgraduate in Management and Leadership.

Emma brings over 20 years' operational and senior management experience in Prisons, Probation and NOMS as well as the voluntary sector to Adaptus. She is equally adept in service development, project management, business development, operational management, business reviews and change proposals and, researching and reviewing programmes.



DAVID JOHNSTONE- ASSOCIATE

David works with companies to develop bid submissions and deliver contract mobilisations and change programmes. His real expertise is in understanding the requirements of the bid and then working with subject matter experts to develop each element of the submission.

Experienced in designing and managing multiple change programmes and projects across different sectors, David takes a hands on approach and has the benefit of working in multiple sectors, using various project management methodologies and systems. His background is in change management and business development.



DR. ROBERT LYMAN - ASSOCIATE

Rob's expertise lies in leading teams commissioned to design commercial solutions for outsourced services in a range of markets, from justice, defence, immigration, Not-for-Profit enterprises and Local and Central Government, as well as helping solve commercial and structural problems in existing businesses.

He works with clients in New Zealand, Australia the United States and the United Kingdom.



SAMANTHA NAUMOWICZ - ASSOCIATE

Sam is an experienced bid manager and bid writer, specializing in government tendering.

Her experience covers complex and large value to quick turnaround bid writing and tendering on behalf of public, private and third sector organisations



JON WIGGLESWORTH - ASSOCIATE

Jon is an associate bid writer with 6 years' experience across a number of roles; copywriting, proofreading, editing, bid writing and transcribing.

In this time, Jon has developed an adaptability which allows him to pick up subject areas at speed.

He has crafted a formidable writing style, backed by strong research skills and a keen editing sense which have served him well in bid writing with Adaptus.



GET IN TOUCH

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