Due Diligence Analysis

Hoople's Potential Delivery of an ERP System and Payroll Function

Ref.	Lead Officer(s)		Key actions and findings		MoSCoW	
no.	Due Diligence Description	LCC	Hoople/ Hereford	(RAG rated)	Further Proposed Actions	Rating
Corp	orate Governance - the supplier is a stra	tegic fit with LCC				I
001	Contingency plans are in place to maintain service delivery in the event that the shared service agreement with Herefordshire/ Hoople doesn't proceed.	Debbie Barnes (DB)/ Andrew McLean (AMc)/ Wendy Henry (WH)/ Sophie Reeve (SR)/ David Coleman (DC)	N/A	 Further explore alternative commissioning options to include: * including the service as part of any potential contract extension with the existing supplier. * re-consider other public sector suppliers of shared payroll/ERP services. * re-evaluate options for insourcing the service. * utilisation of Hoople as a strategic partner to support the onboarding of an alternative approach. 	 Early engagement with HC's legal and democratic service to consider the options available for proceeding with the agreement (AMc). Carrying out ongoing due diligence on each other (AMc). Aim to enter into any agreement by 30/09/18 in order to provide sufficient time to explore any other commissioning options (AMc, SR, DC). 	M
002	Contingency plans are in place to maintain service delivery in the event that the shared service with Hoople doesn't comment on 01 April 20.	Wendy Henry (WH)/ Jason Davenport (JD)/ Sophie Reeve (SR)/ Gareth Roberts (GR)/ Helen Edwards (HE)	Duncan Trumper/ Owen Jones	 Early analysis is being carried out now by Hoople 24 months prior to a potential go-live. Resource requirements are being scoped out both physical and technical to ensure relevant personnel are in situ and trained to deliver the service. Lessons learned are being reviewed from previous Hoople onboarding with Rutland and other public bodies. Collaborative approach is being adopted by Serco and Hoople to support the development of this work. 	 Capture potential scenarios and list the corresponding contingencies, engaging with Hoople and Serco (WH, JD). Ensure sufficient planning is scoped out to include early stress testing of the system and sufficient dual running across LFR, corporate and schools systems as well as finance systems wherever possible (GR, HE). 	M
003	Explore viability of a local base from which to deliver all or some of the ERP/ payroll services to LCC. Does this provide additional cost implications?	Andrew McLean (AMc)/ Wendy Henry (WH)/ Jason Davenport (JD)	Duncan Trumper/ Julie Davies	 Service support for dealing with ERP system or payroll queries would be accessed remotely as it is presently. Establishing a local base would be likely to create additional costs to the Council (TBC) and would impact on the efficiency with which Hoople could use their existing experienced staff in the delivery of the shared service. However a local base has a number of advantages and further discussions are to be had on this. There may be scope for some applications specialists to be based locally - to be explored further. 	 Complete a PESTLE analysis for a local base, specifically during the transition arrangements and first 12 months of any agreement. PESTLE Analysis started, session to be held to debate and develop further. (JD) Engagement with relevant trade unions is required (AMc/DB). Liaise with both the existing and incumbent supplier to ensure staff are appropriately supported during such times of uncertainty (AMc). Consider developing additional intelligent client capacity within LCC to manage and expedite any matters or issues. 	C
Finar	ncial Information - the supplier is operat	ing on a sound fi	nancial platform			
004	Analysis of annual and quarterly financial information for the past three years: 1. Income statements, balance sheets, cash flows, and footnotes 2. Planned versus actual results 3. Management financial reports 4. Financial projections for the future	Jo Ogden (JO)/ Helen Edwards (HE)	Duncan Trumper/ Rob Ewing	- JO working with LCC Finance to conduct a further analysis on Herefordshire and Hoople.	- Dependent upon outcome of financial analysis Financial analysis and open book accounting will form part of the ongoing contract management requirements (AMc).	М

Con	tractual Arrangements - LCC is appropria	tely protected ar	nd is able to mana	age performance		
005	Shared service agreement is agreed, appropriately authorised and contains appropriate schedules to manage successful transition and ongoing delivery.	Andrew McLean (AMc)/ David Coleman (DC)/ Sophie Reeve (SR)	Rob Ewing	 the legal structure of Hoople and its relationship to Herefordshire Council and other shared service partners is being established (DC, SR). LCC has obtained a copy of the agreement between Herefordshire and Hoople to ascertain if there are any implications for LCC (AMc). LCC and HC legal teams/ lead officers are carrying out early dialogue in respect of the structure of the agreement (DC, SR). Early engagement with key representatives of Herefordshire to ensure that relevant political and strategic leadership approval has been sought (AMc, DC, SR). 	- Continued negotiation of detailed legal terms for the shared service arrangements	M
006	Identify any sub-contracting arrangements which are in place with Herefordshire and Hoople in relation to the service.	Andrew McLean (AMc)	Duncan Trumper/ Rob Ewing	- To form part of ongoing shared service agreement dialogue. Other than software vendors Hoople do not have any permanent sub- contracting arrangements in place as they are not required.	- Factor in relevant sub-contracting clauses into the final agreement (AMc, DC, SR).	M
007	Establish if there is any litigation against the supplier in relation to the delivery of the service?	David Coleman (DC)	Rob Ewing	- To be confirmed.	- Dependent upon the outcome of the review.	S
Page 20	The shared service agreement is monitored and managed effectively.	Wendy Henry (WH) /Andrew McLean (AMc)/ Helen Edwards (HE)	Duncan Trumper/ Rob Ewing/ Owen Jones	- Establish arrangements for managing the agreement to include: * frequency, including location of management meetings * KPI's (qualitative and quantitative) * quality management * reporting requirements * business continuity planning * open book accounting	- Contract management arrangements will form part of the shared service agreement (AMc) .	M
009	What measurers do Hoople have in place for Business Continuity, how are they set-up to respond to issues – power outage, network, flood, fire etc.	Jo Ogden (JO)/ Gareth Roberts (GR)	Duncan Trumper/ Rob Ewing	- To contact Hoople directly for copies of business continuity plans.	- To be reviewed dependent upon response (JO).	S
010	Identify who are Hoople's current insurers, what level of cover do they have and what is their limit to pay for any claim in the first instance (Excess).	Jo Ogden (JO)/ Gareth Roberts (GR)	Duncan Trumper/ Rob Ewing	- To contact Hoople directly for insurance details.	- To be reviewed dependent upon response (JO).	S
011	Personal data is effectively and robustly protected.	Gareth Roberts (GR)/Amy Jaines (AJ)	Matt Ramsey	 LCC's Information Governance service to work with Hoople in developing a Privacy Impact Assessment. Supplier has appropriate levels of insurance to cover any claim. LCC has created a joint ERP/Payroll Privacy impact assessment (PIA); this is an organic document and this help manage any issues going forward, and will form an aspect of contract management. 	 More detailed assessments to be undertaken by IG; timing to be arranged in June 2018. Commensurate activities to ensure appropriate controls (e.g. Hoople's ISO27001 assurance) 	M

Qual	ified Experience - the supplier has a pro	ven track record	in service deliver	у		
012	Site visits to Hoople to understand how they operate.	Gareth Roberts (GR)	Duncan Trumper	 Teams have visited Hoople's HQ on two separate occasions and walked the process whilst having transparent access to key service staff. JD visited Hoople separately as part of evaluation report constructed in December 17. Report reviewed service delivery capability, interview with SME's, on-boarding approach, payroll timetable, readiness for change and organisational structure. 	 Discussion centred on current capability and capacity/approach to growth. Very solid delivery approach and disciplined requirement to make best use of system and service. Current model looks for most efficient manner and least "touch points" for data. Discussed need for growth of capability for Fire & Rescue Services, but all other service areas covered as part of current service delivery. 	M
013	Dialogue with existing customers, including schools, to obtain feedback in relation to service delivery, implementation/transition and service development.	Jenna Hylton (JH) / Gareth Roberts (GR) / Jason Davenport (JD)	Julie Davies/Dunca n Trumper	 Following the initial site review, two of Hoople's customers were interviewed for reference requests - Rutland District Council and Halo Leisure; both provided excellent ratings across a number of areas including approach to implementation, general business relationship, and reliability. Both provided assurance of high engagement and commitment to a partnership approach. Have received list of schools, broken down into categories. 	- Further feedback to be obtained from schools that consume Hoople's services (JH).	S
014	The scalability of Hoople to be able to deliver services for LCC.	Jason Davenport (JD)/Gareth Roberts (GR)/Helen Edwards (HE)	Duncan Trumper/ Rob Ewing	 - Hoople recruitment plan verified with milestone plans has been appraised to be realistic; - Hoople's plans to scale have been reviewed and found to be credible. Commitments have been secured from Hoople, and these have been articulated; - Proposed IMT technical architecture reviewed as part of technical workshop on 30th May 2018, with specific consideration given to scalability and segregation of service between LCC and other customers; - Hoople have confirmed sizing estimations with Unit4 and subject to the technical workshop (completed 13.5.2018) Hoople to provide outline system capability specification by end June 2018. -TUPE will apply offering staff the opportunity to transfer to the new provider; 	 Ongoing monitoring of Hoople for large on-boarding's between now and 2020; Checking of Hoople proposals/plans to ensure that they are in line with project plans to ensure alignment and continued assurance that scale is appropriately considered (technical and service delivery) LCC IMT is satisfied that the outline proposed solution is scalable (horizontal and vertically) to be able to meet demand and requirements; further review will be made when a sufficiently detailed low-level design is produced by Hoople 	M
015	The approach and capability to retain critical personnel to carry through the implementation of LCC's solution.	Andrew McLean (AMc)	Duncan Trumper/ Rob Ewing	 Key roles and individuals have been identified as critical to a successful transition and implementation of the service. Hoople are aware and are keen to provide a structure to start supporting LCC at the earliest opportunity to provide assurance to those staff. Identified staff are personally driven to be engaged in such a programme of change. No guarantees can be offered that the individual staff would not leave, however there is no current indication of this. 	 - Monitored through regular review and update meetings (AMc). - Early on-boarding of the transition process. - Hoople to bring in additional staff early on as part of the transition to ensure a wider knowledge base of the LCC solution. 	С
ERP I	mplementation - secure transition, imp	ementation and	ongoing delivery			
016	Carry out a detailed risk analysis for any potential multi-supplier relationship in delivering the ERP and running the exchequer services.	Gareth Roberts (GR)	Duncan Trumper	- A detailed risk analysis report has been developed, detailing the considerations and risks of Serco continuing to provide Exchequer services using a Hoople ERP platform.	- A number of recommendations have been made as per the report in order to reduce risk. These will be escalated to the relevant project/programme board and pursued as appropriate (AMc).	M

					- Payroll reports relating to 15/16, 16/17 and 17/18 which covered the		
	017	Audit reports (Internal & External).	Julie Castledine (JC)	Duncan Trumper	follow up of outstanding recommendations have been reviewed by Internal Audit including a discussion with Herefordshire CC Deputy Section 151 Officer. Audit's conclusion 'The reports show that both control and system issues have been identified by Internal Audit and therefore issues may be replicated with LCC's payroll. However, the Head of Audit's overall assurance opinion has been positive, Payroll assurance is now positive and Hoople have demonstrated that current management address the audit recommendations made'	 Ongoing access to audit reports carried out by Herefordshire and Hoople to be provided to LCC as part of contract management requirements (AMc). LCC internal audit to carry out an assessment and report post go-live. 	S
	018	Pension relationship with West Yorkshire Pension Fund – how will this work and feed in?	Jason Davenport (JD)	Duncan Trumper/ Rob Ewing	- Hoople have experience of delivering to a number of pension administration providers, and have expressed no concern at being able to interact (on a technical and relationship) level with WYPF.	- Initiate conversation with both providers to fully determine the expectations for a service transition and ongoing reports for both monthly and annual data collection and returns (JD).	M
	019	Identified track record for delivering system changes and planned improvements for existing customers.	Gareth Roberts (GR)	Duncan Trumper/ Owen Jones	 Hoople have previously reported that they tend to base changes based on the amount of value they deliver, and typically pilot changes that yield cross-customer value to Hoople or Hertfordshire CC first. Evidence provided which shows that between May 2017 - April 2018 inclusive, Hoople completed 87 change requests (36 for Herefordshire, 26 for the internal service, 13 for Rutland, and 12 for the remaining customers) 	 - Action taken at workshops (May 2018) for Hoople to create a separate stream for Lincolnshire County Council changes now to manage all changes required (GR). - Ongoing discussions with Hoople and other customers to better understand the process of negotiating system changes (GR). 	С
_	Payro	oll Implementation - secure transition, i	mplementation a				
Page 22	020	Competency to deliver a safe payroll service for Corporate.	Jason Davenport (JD)	Duncan Trumper	- The workshops from week commencing 14th May have been designed to cover a variety of areas. From service centre management principles, reviewing the 'To-Be' Hoople stack and considering gaps or areas to change and to working through particular scenarios that cause issue today and determine if Hoople's approach would improve service delivery. - The overall approach has further strengthened the understanding between both parties and expects that, whilst lots of work is still to be done, when it comes to cleaning data, creating a clean build and then starting to unit and sample test ahead of broader parallel type activity and service rehearsals, the direction of travel is still correct. - More than a dozen scenarios were created and reviewed that cover Fire, Schools, Corporate, NHS and a number of additional challenges such as IR35 treatment and Hoople were able to not just talk through the scenarios, but had taken the time to produce a test system so as to show the scenarios to reflect understanding and how they would treat them.	- Ongoing system testing through build phases (JD, GR).	M

	021	Capability to run a complex Fire and Rescue payroll system.	Jason Davenport (JD) / Gareth Roberts (GR)	Duncan Trumper	 - A test scenario ("show and tell") session was held on 31st May to run through complex payroll scenarios, including a known number of complex Fire and Rescue scenarios. The outcome of this was very positive as Hoople demonstrated via recorded WebEx that their system solution could be used to meet the requirements, and this satisfied attendees from the project team. - Hoople have questioned why retained firefighters are paid on separate payrolls to whole time; the belief is that this is to do with data collection and the timeframe to deal with that from month end – so only likely to be improved if data provision and systems feeding into the BWON application were also changed. 	- Specification is developed - System receives appropriate levels of testing - Experienced personnel are confirmed to be allocated to this area - Review of Spitfire with key stakeholders (within LFR, Business Support & Serco)	M
	022	Further understand the means by which services are currently provided to schools accessing Hoople for support and how this may affect Lincolnshire schools.	Jane Maddison(JM) / Jason Davenport (JD)	Julie Davies/Dunca n Trumper	- LCC will directly engage with schools concerning financial support Hoople will offer payroll support to schools. Further work to be established to identify the means by which Hoople schools currently access BWON and how this will affect Lincolnshire schools.	 Develop a clear engagement and communication plan with schools (JM). Ensure schools have a clear understanding of the need for a direct arrangement with LCC for financial support and a separate agreement with Hoople for payroll (JM). LCC to establish a working group to engage with Hoople and schools to ensure the Hoople stack meets school's needs. It has been made clear that LCC would want schools to have e-forms and access to BWON – so a change from the current portal available to them (GR). 	M
Page 23	023	Capability to run a complex schools payroll system.	Jason Davenport (JD) / Gareth Roberts (GR)	Duncan Trumper	 Require a demo of the Hoople provision to schools using the e-portal interface Need to define what HR & Payroll processes are different for schools to determine gap between Hoople provision and requirements Need to capture working scenarios that are unique to schools that can create exceptional requirements for HR & Payroll 	- Specification is developed - System receives appropriate levels of stress-testing - Experienced personnel are allocated to this area - Scenario tests included a number of schools issues — multiple post holders, teacher's pension scenarios etc all designed to test their understanding which was completed well. Hoople have a separate Schools Admin and Payroll Service team, deliberately established as recognising the service to Schools does differ to that required of Corporate.	M
	024	The lead-in period and length of dual running to ensure we have 6-9 months of accurate data prepared by Hoople.	Jason Davenport (JD)/ Gareth Roberts (GR)	Duncan Trumper/Owe n Jones	- Hoople are preparing a transition plan with a view to commencing Aug/Sep 18 in order to provide sufficient support and capacity.	- Works are ongoing to determine the best approach in order to ensure an appropriate level of testing. This will be achieved through the planning of a mixture of testing techniques, including: unit testing, the design of scenarios to test specific problematic test cases, volume testing, and a detailed approach to technical testing (such as user acceptance testing and appropriate sign-off gates) (GR).	M

025	What controls and assurances are required for the accuracy and validation of the existing payroll delivered by Serco?	Gareth Roberts (GR)	Duncan Trumper/Owe n Jones	 Second stage of the current payroll review is the verification work which changes the data or processes around data to better control the payroll environment. Currently all workarounds found have been documented. Additional Payment & Deduction changes going through the Change Advisory Board (CAB) suggest correction work is still on-going. 	 Continual audit activity to review evidence that either data changes, or process changes are embedded and quality assured (JD). A number of the workarounds are actually quality controls and need to be tested and evidenced as working correctly. CAB continually reviewing P&D requests as a result of deficient results and enhancement required. Dedicated project board to oversee this activity (JD). 	M
026	from the existing system?	Gareth Roberts (GR)	Duncan Trumper/Owe n Jones	 - As part of the Hoople design workshops, data migration has been an ongoing subject for deliberation. - Key areas to de-risk the data migration have been considered, including: the use/building of Agresso standard HR structures, data cleansing, and a number of tasks have been revealed to better align ourselves to Hoople settings (e.g. P&D codes, units of measure, standardised values). 	 An approved Unit4 partner (Moore-Stephens Insight) has been approached to create a proposal to provide the council with specific technical expertise and assurance to lead on a full data cleansing and hardening programme. We have received their outline proposal (11/6/18) and are currently working with Hoople on dovetailing the two together (GR). An initial review suggests that the output of the HR/Finance workshops provides a useful initial scope to the cleansing, with Hoople in a clear position to define what our data must align to. Much of this is likely to be more a case of 'mapping' to fewer, more robust values rather than a-typical data cleansing per se. 	M
Page	rice Maturity - capacity and scalability to	support LCC				
e 24 027	The supplier meets all regulatory required standards: 1. Inspection results 2. Certification of standards met	Jason Davenport (JD)/ Gareth Roberts (GR)	Duncan Trumper	 - Hoople have currently provided required evidence of compliance for all necessary standards provided by Audit and IMT. - This includes ISO 27001 certification, assurance of public sector network compliance, and appropriate PCI-DSS understanding and control as required. - Public and private audit reports have bene examined, with Hoople's assurance for payroll control being rated as the equivalent of 'substantial' assurance. - Audit and JD have been assured that the relevant processes conform to acceptable standards. 	 Plan to ensure continued adherence to required standards are maintained (monitored via self-assessment, audit reporting, contract management and request to see continued assurance). Agreement with Hoople to include contractual obligation on Hoople to maintain standards and certification (AMc). 	М

	029	The location and proximity of Herefordshire to Lincolnshire for both operational and staffing aspects.	Gareth Roberts (GR)/ Jason Davenport (JD)	Duncan Trumper	 No specific scenarios which adversely affect the distance between Herefordshire and Lincolnshire have been discovered. Hoople physically host Business World On! in their own internal data centre, on site in Hereford. Serco currently host BWON in a subcontracted supplier's facilities in London. To this extent, the physical distance between the two counties is irrelevant as long as sufficient network bandwidth/quality is available between the end-user device and the respective data centre. 	 Being worked on as part of the PESTLE review (re. 002) (JD). Agreements need to be made on frequency and cohort required for service governance reviews (AMc). Day to day service would operate in a similar remote manner – phone and email contact. A strategy to consider is channel shift towards additional engagement channels, such as chat facility, remote desktop accessing and video conference capability (GR). 	M
	030	Organisational structure, biographies of senior management, training and development plan	Jenna Hylton (JH)	Duncan Trumper	- Awaiting response with requested information.		С
Page 25	031	How will the service be resourced to incorporate Lincolnshire? What assurances are there that experienced staff will focus on Lincolnshire's needs?	Gareth Roberts (GR)/ Jason Davenport (JD)	Duncan Trumper	 Hoople are aware of their responsibilities under TUPE should this apply. Hoople have Admitted Body status within the Worcestershire County Council pension fund. The Operational management team at Hoople would give consideration to the new client requirements, as well as the development of current post-holders. A number of experienced staff would be selected to populate the new service and those who have been demonstrating the ability to take on more would be considered as part of the back fill to support current operations, allowing personal growth and development for all candidates. With such a considerable increase in staffing, the new members of staff would be brought into the service with a range of functional skills, and supported through induction and mentoring to be able to support the service. 	The Operational management response has been consistent and is good industry practice, to release experienced individuals during a phased approach. This allows more experienced team to take control of testing and parallel processes, which back-filling them safely with those who will be stepping into the roles that are made vacant. Both strategies coupled with additional recruitment is the correct route to both organic and acquisitive growth in personnel.	M
	032	Sickness, turnover and training records for staff over the past 3 years.	Jo Ogden (JO)	Duncan Trumper	- Good attrition and sickness records displayed.		S
	033	The supplier can attract and retain staff who are appropriately skilled and qualified to meet the needs of the service.	Jason Davenport (JD)	Duncan Trumper	 Hoople have their own recruitment agents who work closely with the operational heads of service, to ensure close match of candidate profile to the positions available. The recruitment campaign would be significant, but would be populating a variety of functions. Hoople have an excellent (low) attrition rate, which is a positive indicator of the leadership in place and the opportunities provided for development. 	 Hoople have their own recruitment arm, as well as a number of Preferred Suppliers for recruitment. They will seek appropriately qualified (CIPP / CIPD) personnel in the first instance and offer training to those who are seeking development. Hoople is close to Gloucester, Birmingham and Worcester Universities. Monitored through transition and contract management (AMc). 	S
	ICT -	interfaces between LCC and Hoople syst	tems are robust				
	034	The IMT interface of LCC's server capacity and user equipment.	Gareth Roberts (GR)/Dave Rose-Allen (DRA)	Duncan Trumper	 Architecture presented in Hoople technical workshop meets all specified IMT requirements (including necessary security). Key focus is on bandwidth (including resilience) and end-user equipment, but no issues raised by LCC IMT beyond ensuring bandwidth is available especially to more remote Lincolnshire sites. 	- Next review to be held when Hoople issue a further detailed design (GR) .	M

035	Ensure appropriate systems are in place and relevant interfaces are understood and developed.	Gareth Roberts (GR)/Dave Rose-Allen (DRA)	Duncan Trumper	 Current interfaces presented at technical workshop (30th May 2018); no issues raised currently. Potential to deprecate some existing interfaces through the improved use of Business World On1 (e.g. Spitfire). 	 Review to be considered upon receipt of Hoople proposal. Further works to be commissioned as required to specify less-understood interfaces (GR). 	M
036	Determine the requirements of relevant software licenses.	Gareth Roberts (GR)/Dave Rose-Allen (DRA)	Duncan Trumper	 - Assurance is being sought that LCC's licenses are able to be used in Hoople's environment without further cost. - Other licenses will be reviewed as per Hoople's solution design. 	- Other licenses will be reviewed as per Hoople's solution design (ongoing) (GR).	M
037	Ensure adequate testing of systems in all aspects	Gareth Roberts (GR)/Dave Rose-Allen (DRA)	Duncan Trumper	- Testing listed in current plan; approach provided by Hoople is credible in discussion and at technical workshop (30th May 2018).	- Low level designs to be developed with specification; this is to include how robust testing will be achieved to prove the interface (GR).	М

RAG Rating:

Minimal risk to the council after considering mitigations. Officers recommend accepting these risks.

There are outstanding, material risks which represent a low to medium threat to the council's projects and/or services. Officers recommend accepting these risks.

There are outstanding material risks which represent a high threat to the council's projects and/or services. Officers would recommend against accepting these risks.

- **M** Must have this requirement to meet the business needs
- Moscow Rating:

 M Must have this requirement to meet the business need to be solved by the second of the second success does not rely on it
 - **C** Could have this requirement if it does not affect anything else on the project
 - W Would like to have this requirement later, but delivery won't be this time