

Digital Strategic Partnership

Accelerating Your Digital Transformation



To be successful, authorities need to be able to deliver effective services to their citizens as efficiently as possible. Digital technologies can help to achieve this, but embracing and engaging with all that digital has to offer is a complex challenge. So, what can you do to take advantage, and accelerate your digital transformation?

As these digital innovations and emerging technologies continue to evolve at breakneck speed, you need an agile approach that will enable you to successfully interact with, and bring value to the lives of your citizens. Critical to your transformation will be the composition of your digital ecosystem – the partners you choose to help enable the technology, and how this ecosystem can be integrated to maximally benefit your organisation, and the citizens you serve.

This is where a Digital Strategic Partnership (DSP) with Fujitsu can help you accelerate your digital transformation – both now and into the future:

- Access to a vast range of **different skills, technologies, and roles** is needed in order to deliver effective digital transformation
- A DSP can play a significant role in **bridging the resource gap** as well as advising on the best ways to deliver
- Leveraging the **DSP's network of other customers and partners** – both public and private – is critical to achieve successful digital transformation.

What is a Digital Strategic Partnership?

A Digital Strategic Partnership, or DSP, can enable a step-change in your ability to meet your long-term digital transformation ambitions. By combining the capacity, knowledge and expertise that you already possess with the capabilities and reach of a private sector partner, you can significantly accelerate the pace of delivery of your digital transformation priorities and your wider strategic digital transformation programme.

A DSP is a highly flexible, responsive approach that can be delivered in a variety of ways, completely dependent upon your short-term priorities and long-term ambitions. This right-sourcing framework provides a range of services that gives you access to a breadth of capability and resources that would be unattainable to most organisations operating in isolation.



- Multi Cloud Delivery, Management & Optimisation
- Applications Delivery, Management & Optimisation
- Digital Advisory Services
- Digital Project Management & Delivery
- Digital Experience Services
- Adoption & Change Management
- Benefits Realisation
- Analytics, Business Intelligence & Data Engineering
- Enterprise & Solution Architecture Services
- Network Modernisation & Management
- Modern Workplace Management Services
- Cyber Security & Associated Services
- Information Governance & Assurance Services
- Cognitive and Artificial Intelligence Technologies
- IoT and Smart Technologies
- Resource Augmentation

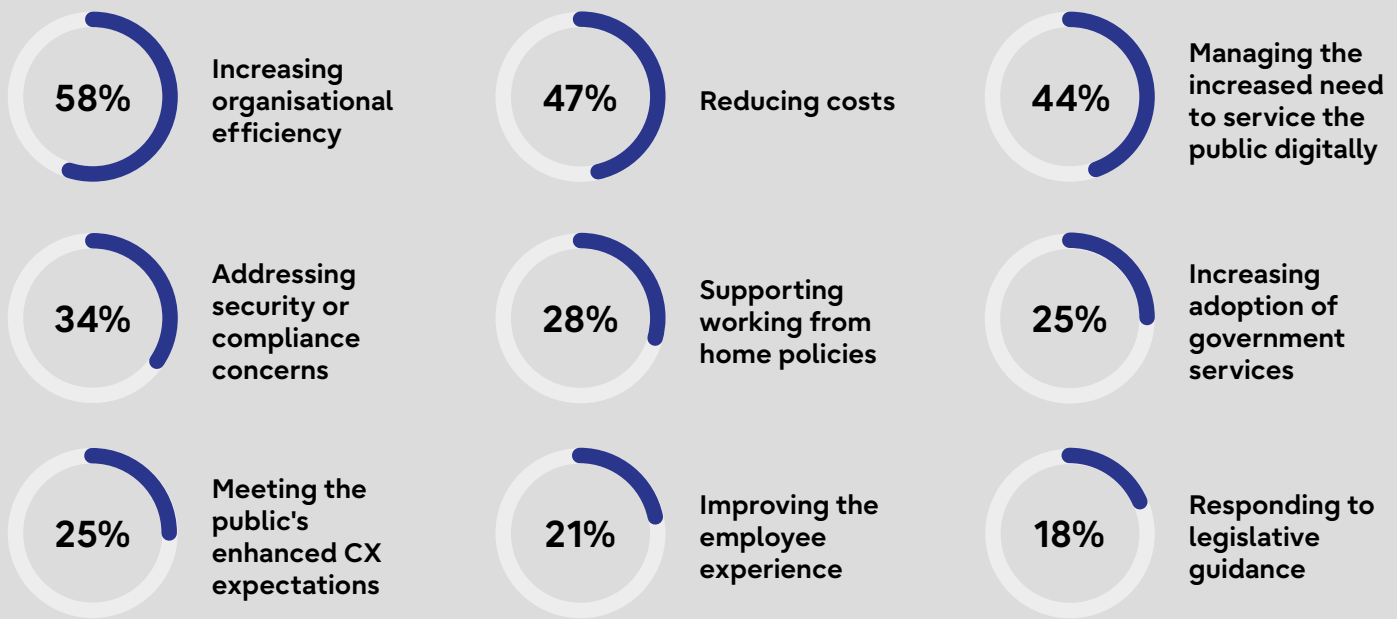
What is a DSP for Local Government?

The flexible nature of the DSP approach makes it highly suited to delivering the digital transformation ambitions of Local Government, by combining your existing resources, skills and capabilities with those of a private sector partner. This right-sourcing framework ensures the right model can be delivered to achieve your specific digital agenda:

- **Innovation and transformation** – a DSP will give you access to a breadth of capability and experience to deliver innovative and transformative solutions based on the latest trends and technologies. This provides the opportunity to deliver a step-change in digital engagement for your citizens, and across the wider authority.
- **Shared strategic objectives** – the right partner will share your core values and ambitions, working with you collaboratively to accelerate your digital transformation underpinning your strategic corporate objectives.
- **Forward-looking** - an external perspective and connections with niche players delivers a forward-looking approach, including knowledge and awareness of emerging technologies.
- **Service optimisation** - a long-term commitment will enable optimisation of service delivery where the DSP delivers complex and/or hard-to-resource areas, enabling the authority to maximise the benefit of internal capability, capacity and resource.
- **Responsive** - working in close partnership, a DSP is able to react quickly to rapidly scale up or down service capabilities when required, and reduce any reliance on ad-hoc contractor support.
- **Highly flexible** – a DSP will provide flexible capability and capacity to manage changing demand for current and future projects, enabling an accelerated response to funding opportunities and delivery of benefits.
- **Internal capability and upskilling** - supporting cultural change through two-way knowledge transfer and upskilling of the in-house Council team rapidly increases internal capability and leads to better staff retention.

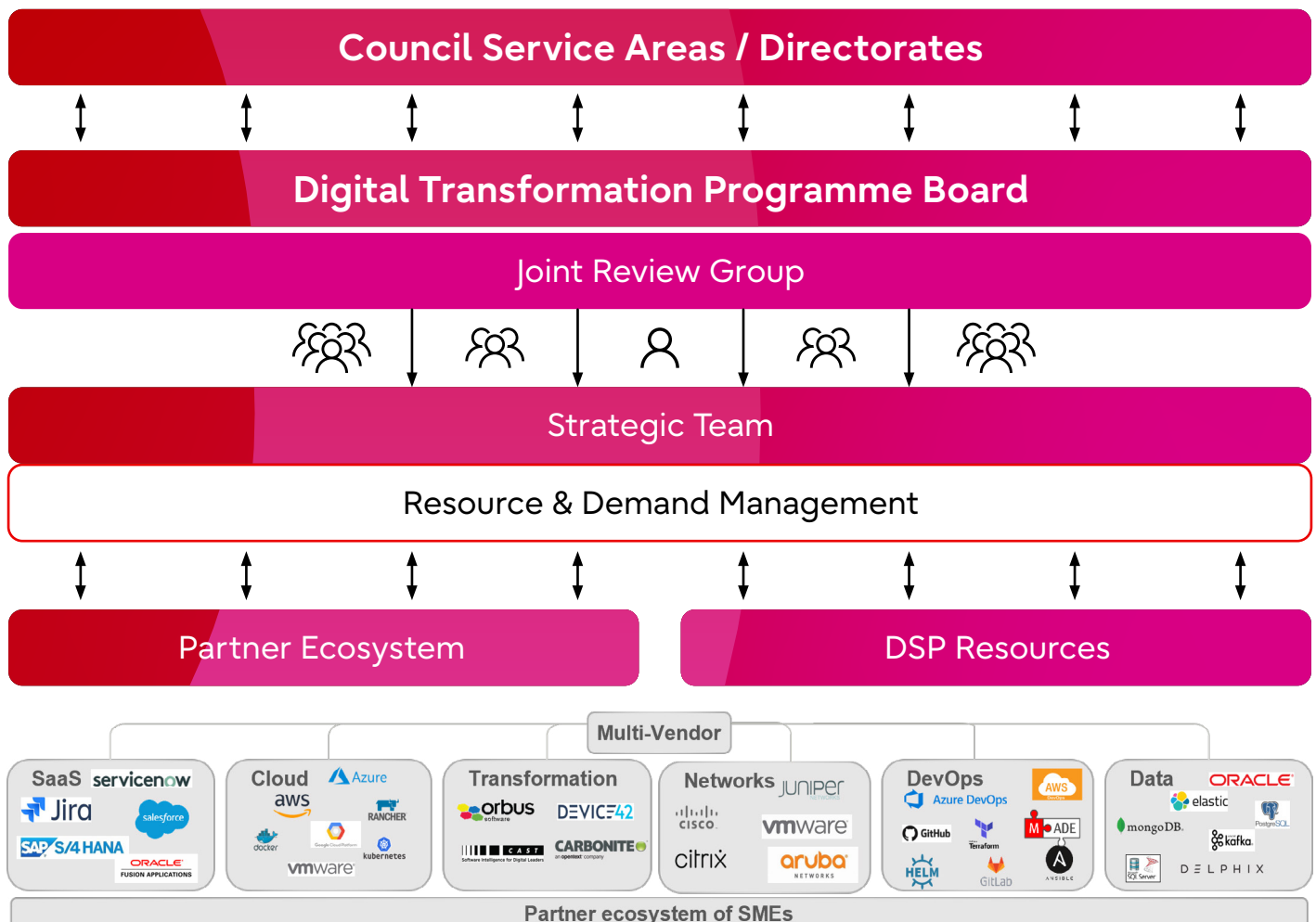
Top drivers of digital investment in Local Government

A recent study of public sector and governmental staff identified the following key drivers of digital investment in Local Government:



Data from [Adobe Digital Trends 2022](#) – Public Sector in Focus. Sample: Government/public service leaders (49), government/public service middle managers and junior staff (367)

How should a DSP model operate?



DSP Benefits

- **Efficient use of resources** - access to highly skilled and knowledgeable digital skills and resources when you need them, to deliver business case driven projects that realise value for money
- **Accountability** – the DSP is accountable for the successful delivery of each project
- **Quicker time to value** – a DSP contract is business case driven enabling dynamic project delivery and resource augmentation, ensuring quicker time to value
- **Strategic support** – unlimited access to strategic support, guidance and thought leadership
- **Upskilling of staff** - delivering knowledge transfer through joint teams enabling ongoing self-sufficiency, while improving staff retention
- **Future-proofing** – advanced awareness of new and emerging technologies
- **Social value** - supporting the authority's immediate economy through engagement with local SMEs.

Fujitsu in Local Government

Fujitsu, with 50+ years of service to the UK public sector, supports critical national infrastructure and fuels innovation.

Collaborating with a robust ecosystem of partners and suppliers, we champion innovation and transformative technology to support local government in the UK. Our close collaboration with local councils focuses on delivering practical solutions tailored to specific geographic areas, driving economic development, skills enhancement, and carbon footprint reduction. We enhance overall council efficiency through projects like ERP implementations and Security Operation Centres, empower staff with digital tools, and ensure an exceptional customer experience, all in pursuit of strengthening local government and community well-being.



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