

## Case Study



**Project Name:** Scottish Wide Area Network (SWAN)

**Client:** Pathfinder North and Pathfinder South

**Date:** 2013 - 2014

**Client Requirement** The Scottish Wide Area Network (SWAN) is a Scottish Government initiative designed to deliver a single digital public services network for Scotland.

SWAN was specified and procured by a group of initial "Vanguard" organisations. Amongst these were the seven local authorities that form the Pathfinder North and Pathfinder South Partnerships.

The Pathfinder partners required expert technical assistance throughout the SWAN procurement process.

**Our Approach** FarrPoint provided a range of support throughout the procurement process. We assisted with the development of the SWAN specification and tender documentation and worked closely with the Pathfinder Partners during negotiations with tenderers, tender evaluations, and through contract drafting.

The support covered a range of technical disciplines, including the definition of service levels, service management arrangements, project management, implementation and security policies and architecture.

**Outcome** The SWAN procurement process resulted in a contract being awarded to Capita with a potential value of £325M over 9 years.

SWAN provides the Pathfinder partners with cost savings over their existing WAN arrangements and a platform that they can use to securely exchange data with other public sector organisations.



**Quote**

*"Having worked with FarrPoint previously on an unrelated project I was aware of the high quality of advice they provided and the ability to explain technical concepts in plain English. Throughout this project, the quality of advice and the support from the FarrPoint team has been exceptional and greatly appreciated in helping us to deliver the required outcome through what has been a long, and on occasion, challenging process."*

James Pocock, Programme Manager, Dumfries & Galloway Council.

