

## Project – Contracts and Orders Framework

SSE Enterprise Rail invited us to tender for a framework to provide Recruitment Services as they engaged on a strategic expansion plan aimed at significantly increasing the size of their Rail Division over the next five years. SSE Enterprise took the decision during 2015 to make the rail business a defined operating stream and invested in an additional management team to drive the business forward into new rail markets and work streams.

### Key Challenges

Present to SSE Enterprise Rail on our capabilities and rail knowledge. Undertake a Commercial Appraisal and then negotiate and agree terms of trade to become one of four agencies appointed to the PSL framework from July 2016. The framework is divided into 4 geographical areas but the likelihood was always that we would be engaged throughout the UK.

### The Solution

After successfully completing the appraisal process tusp have embarked on a new relationship with SSE Enterprise. Since being appointed we have met with the Senior management team in Glasgow and our recruitment consultants have met face to face with the hiring managers and forged good relationships with the HR function so that we can provide a seamless service from resourcing through to interview and on-boarding. We have undertaken to provide regular reports to the MD of SSE Enterprise to inform him of progress and activity undertaken.