

# HORIZON

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## CLIENT CASE STUDY

### Agile Sourcing in a Regulated Environment

A regulated UK and European energy organisation delivering critical infrastructure services, operating under OJEU and cross-border procurement regulations.

### CHALLENGE

The client needed to procure complex technology and operational services without fixed specifications, while complying with European procurement regulations. Traditional regulated processes risked limiting market engagement, innovation, and value.

### SOLUTIONS

Horizon 7 ran agile sourcing within regulated Competitive Dialogue processes, applying:

- Regulated Industry Expertise – compliant delivery under OJEU regulations
- Strategic Thinking – adapting agile sourcing to regulatory constraints
- Commercial Expertise – structuring compliant, value-focused outcomes

Agile sourcing principles were embedded without compromising regulatory integrity.

### OUTCOMES

- Successful supplier selection under regulated competitive dialogue
- Improved market engagement despite regulatory constraints
- Contract awards supporting major IT, billing, and workforce programmes
- Demonstrated agile sourcing capability under regulation
- Transferable model aligned to UK Competitive Flexible Procedure

### AT A GLANCE

#### THE CLIENT

- Large-scale utilities
- 15,000 employees
- Regulated Environment

#### THE OUTCOMES

- Successfully regulated procurement
- Risk reduction
- Provided market transparency.

#### HORIZON 7 PROVIDED

- Regulated industry expertise
- Commercial expertise
- Strategic thinking



*"Applying an agile methodology in this regulated environment proved highly effective, enabling strong iterative engagement, clear transparency, and continuous alignment with compliance requirements."*

#### Angela Wyatt

Consulting Director