

Steve Thorn's vision for helping SMEs grow with CGI

Have we got news for you

Steve Thorn — the new Senior Vice President of our UK Public Sector division — shares our enthusiasm for the potential that SMEs bring to the transformation of the public sector. Let us introduce you to his vision for the future of our work with SMEs in this arena.

SMEs are hubs of innovation, and Steve views them as incubators of new concepts and ideas, and is ready to transform the partnerships we forge with them. He wants to cultivate an environment that really fosters this level of creativity, giving them the resources they need to truly prosper. "It's my ambition to help SMEs grow. With our international reach, comprehensive knowledge and years of experience, we can offer SMEs access to new markets such as public sector organisations and large enterprises, and lower cost of sale".

The SME Accelerate programme supports the government's initiative to widen the use of SMEs in delivering public sector services. Over the last year we have focused on the Healthcare, Justice, Home Affairs, and Defence areas in particular. The progress so far has been outstanding in terms of our central government contracts: our Healthcare and Defence businesses already spend more than a quarter of their external spending with SMEs, while Home Affairs invests more than 20 per cent.

Steve explains, "We've joined forces with 170 SMEs in the last year alone, and already we've achieved incredible work together." Of these, 25 earn revenue directly through the programme — adding to the existing 130 or so other SMEs already earning revenue through our central government supply chain.

Steve's looking forward to continuing this valuable relationship and to bringing SMEs right into the "heart of our business and our offers to our clients". And, he's excited about the new skills that SMEs will bring, "SMEs are working in so many different circles, it means there's a broad range of expertise to dip into. And from a geography and contingent labour perspective, having variety means that the possibilities are practically endless".

"Between us," he says, "we can deliver best services for clients, and that's what really matters".

The development of SMEs is something that's right at the centre of what we do and, as our relationship with them continues to flourish, we expect some really exciting results.



Focus

Introducing Steve Thorne

Founded in 1976, CGI is a global IT and business process services provider with 68,000 professionals delivering high-quality business consulting, systems integration and managed services.

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