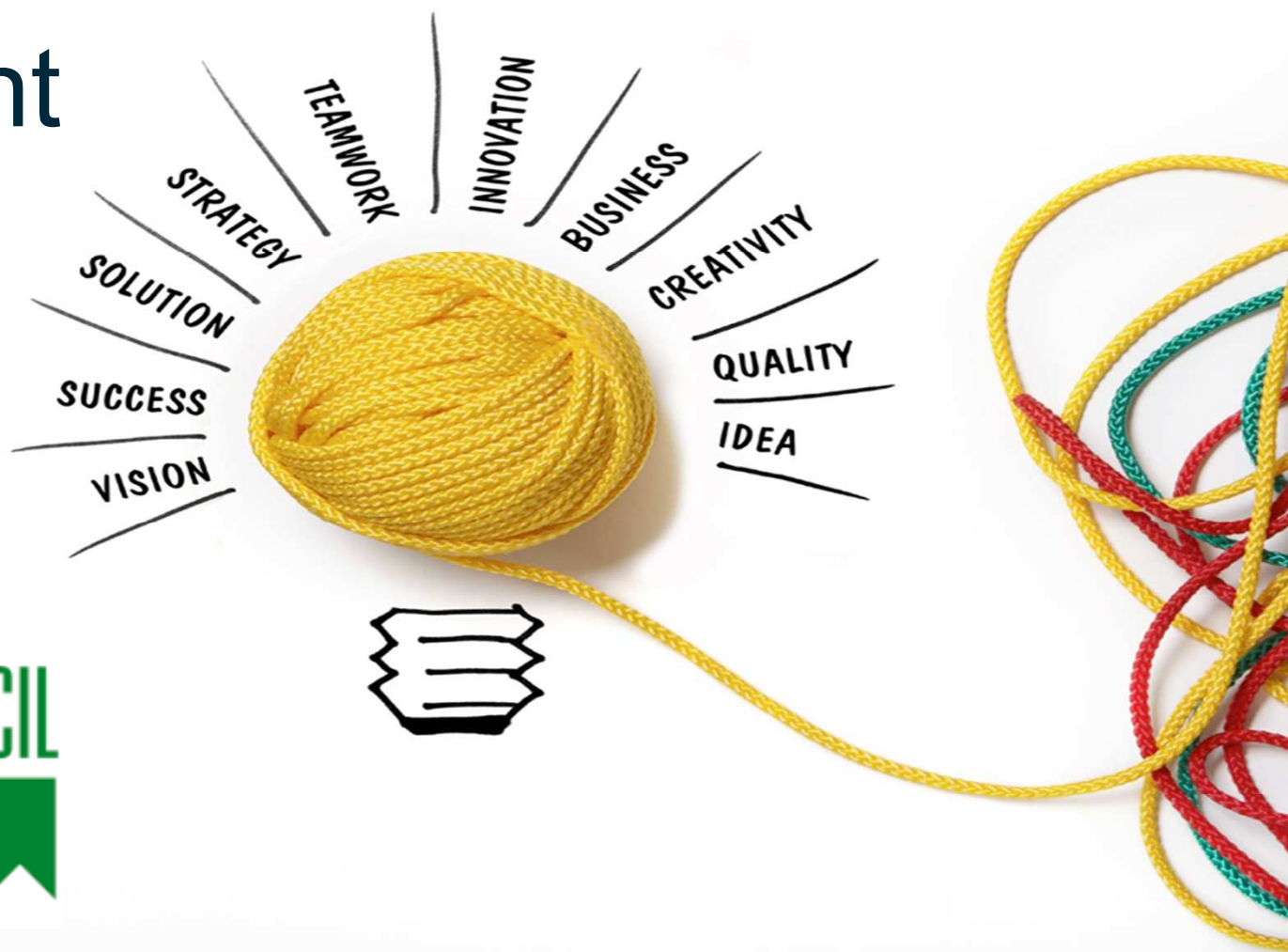




Management Options for Leisure and Culture

Appendix 1



Introductions



Delivered
successful projects
for over 120 clients
across the UK – including
public sector (councils,
NHS, social enterprises)
and private sector



c.£19m
annual savings
via new operating
models facilitated



Typical payback
on our fees
within
6 weeks of new
contract starting



Our work covers
all models and is
tailored to
meet our client's
key drivers

100%

of procurements
completed
**without legal
challenge**



Successfully
facilitated the
establishment of
23 new
operating
models
across
the UK

Our work resulted
in the **first ever**
licence granted
to a council to
trade legal services
from the Solicitors
Regulation
Authority



Finalists
in CIPS 2014
and
Go Excellence
in Public Procurement
Awards 2016
for outcomes of
outsourcing projects



New operating
models
developed for
variety of services



Great references
and case studies
– just ask and
we'll share

Desired requirements



- Council retain ownership of all land and buildings
- Ability to get more people, more active, more often – for the same investment or less
- Can achieve (or exceed) the requirement to deliver a £440k saving in the financial year 2018/19, and savings in subsequent years which meet the requirements of the MTFS
- Council retains influence over strategy, pricing and programming
- Governance designed to encourage performance improvement and innovation
- Staff protections in place (pensions and T&C's)
- Facilities and services within scope have synergies and benefit from being together under single management body

Our brief – the scope of work



- Which model will be best able to deliver our required strategic purposes ?
- Which model will be fit for the future – and aligned to the needs of new funding partners (including health commissioners) ?
- What is possible within the new procurement regulations (2015)?
- What are the timescales for delivery?
- What are the estimated financial savings from each model?
- What is the scope to improve existing services?
- What is the potential for elements of the services capable of commercial exploitation – including catering and retail and business units.
- How can investment for assets be secured?
- How do we demonstrate that we have reflect the views of the (c.1700) respondents to the community survey.

Provide Good Things for me to See, do and Visit



Well Being
&
Enjoyment

Commercial
with social
conscience

Health –
working in
partnership

Reduce
Inactivity

Connecting
Communities
& People

Management options available?



Council controlled

- In House – Status Quo
- In House – Transformed
- Local Authority Trading Company

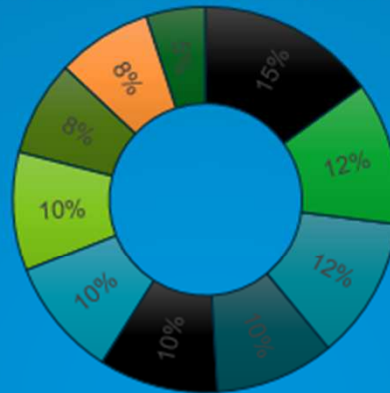
Outsourced

- Trust /Charity
- Not for profit company / hybrid
- “Private sector”

Summary of Weightings



Criteria and weightings



- Savings - potential over 10 year term
- Ability to get more people , more active , more often
- Ability for Council to implement improvement and change over the term
- Degree of Council control, and client resourcing demands
- Ability to determine and adapt pricing and programming policy
- Ability to effectively impose staff protection measures
- Alignment with future funding models - health commissioners etc
- Ability to secure grants and attract inward investment
- Complexity - transformation and / or deployment issues
- Ability to mitigate impact and deliver savings on support services staff and systems

Summary of Options



REDDITCH BOROUGH COUNCIL 		
Option Name		Total Score
In-House Services Transformation		66.40%
Local Authority Trading Company (LATC)		82.40%
Locally Established Charitable Trust / Mutual		67.20%
Outsource to a Specialist Operator		69.40%

Questions – matters arising

