

Blaenau Gwent County Borough Council

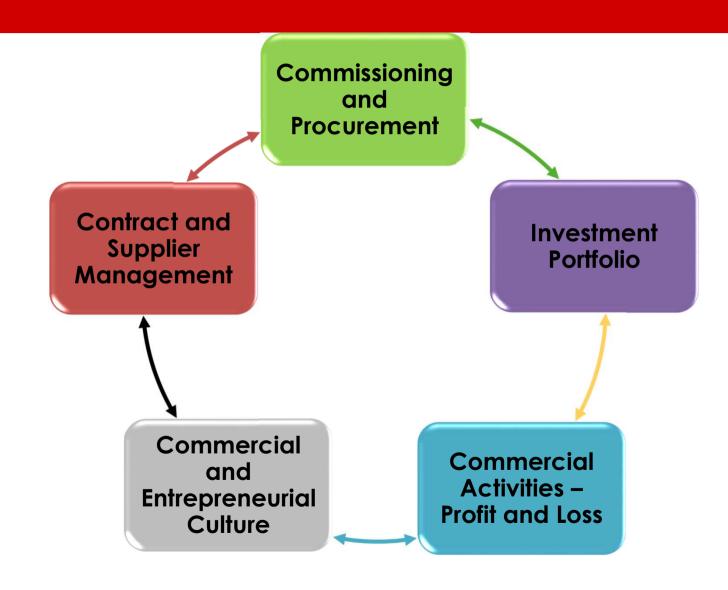
Commercial Strategy and Work Programme

Commercial ambitions for Blaenau Gwent

Blaenau Gwent County Borough Council Thinking like a commercial organisation



Blaenau Gwent County Borough Council Commercial Ambitions



Blaenau Gwent's Commercial Ambitions

Commissioning and Procurement

Commissioning the right services in the right way to ensure value for money and delivering better outcomes

Investment Portfolio

Shaping the investment options based on robust business cases, risk assessment and market intelligence

Commercial Activities – Profit and loss

Identification of truly commercial opportunities based on market intelligence, assessment of business opportunities and strong profit and loss accounting

Commercial and Entrepreneurial Culture

Involvement of staff and partners in identifying opportunities along side the ability to create robust business cases, seek investment and have capacity to scale operations

Contract and Supplier Management

Improved contract management and negotiation skills working with our suppliers to control costs, achieve value for money and deliver innovative solutions

Ambition 1 – Commissioning and Procurement

Commissioning the right services in the right way to ensure value for money and delivering better outcomes

Commissioning and Procurement



Ambition 2 – Investment Portfolio

Shaping the investment options based on robust business cases, risk assessment and market intelligence

Year 1 Agreeing options for investments Investment linked to our investment strategy **Portfolio** Agreeing our risk and reward Year 1 yields **Exploring investment vehicles** Year 2 Strong governance for Year 2 investment management

Ambition 3 – Income

Identification of truly commercial opportunities based on market intelligence, assessment of business opportunities and strong profit and loss accounting

Commercial
Activities
Profit and
Loss

R	eview of current co activities	mmercial	Year 1
	eate business plans existing commercial		Year 1
A	gree a vehicle for ic commercial oppor		Year 2
Ag	ree appropriate bus developmen		Year 2
	ree triggers to end c ctivities that are not		Year 2
	e further investments successful commer		Year 3

Ambition 4 – Commercial and Entrepreneurial Culture

Involvement of staff and partners in identifying opportunities along side the ability to create robust business cases, seek investment and have capacity to scale operations

Commercial and Entrepreneurial Culture

Create a vehicle for capturing ideas for commercial activities	Year 1
Identify roles that have the freedoms to be entrepreneurial	Year 1
Build the skills to assess market opportunities	Year 2
Build the skills to assess best commissioning options	Year 2
Identify the organisational barriers	Year 2
Agree investment routes to build new commercial activities	Year 3
Agree governance arrangements to ensure quality is achieved and risks mitigated	Year 3

Ambition 5 – Contract and supplier management

Improved contract management and negotiation skills working with our suppliers to control costs, achieve value for money and deliver innovative solutions

Contract and supplier management

Establish single points of contact for all key suppliers	Year 1
Agree supplier relationship management expectations within roles	Year 1
Strategic Commercial Board to review key contract performance	Year 2
Create visibility of end of life contracts to start the commissioning process early	Year 2
Agree terms of contract and supplier relationship strategy to support MTFS	Year 3

Commercial Governance

CLT

Strategic Commercial Board

Commissioning and Procurement base on strategic imperatives

Commercial and Entrepreneurial opportunities

Investment Strategy Programme

Monitor Commercial Activities and projections

Other Inputs: Senior Managers from Service Areas -Legal, Procurement, Finance, Communications etc.



Commercial Strategy

Feedback

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