



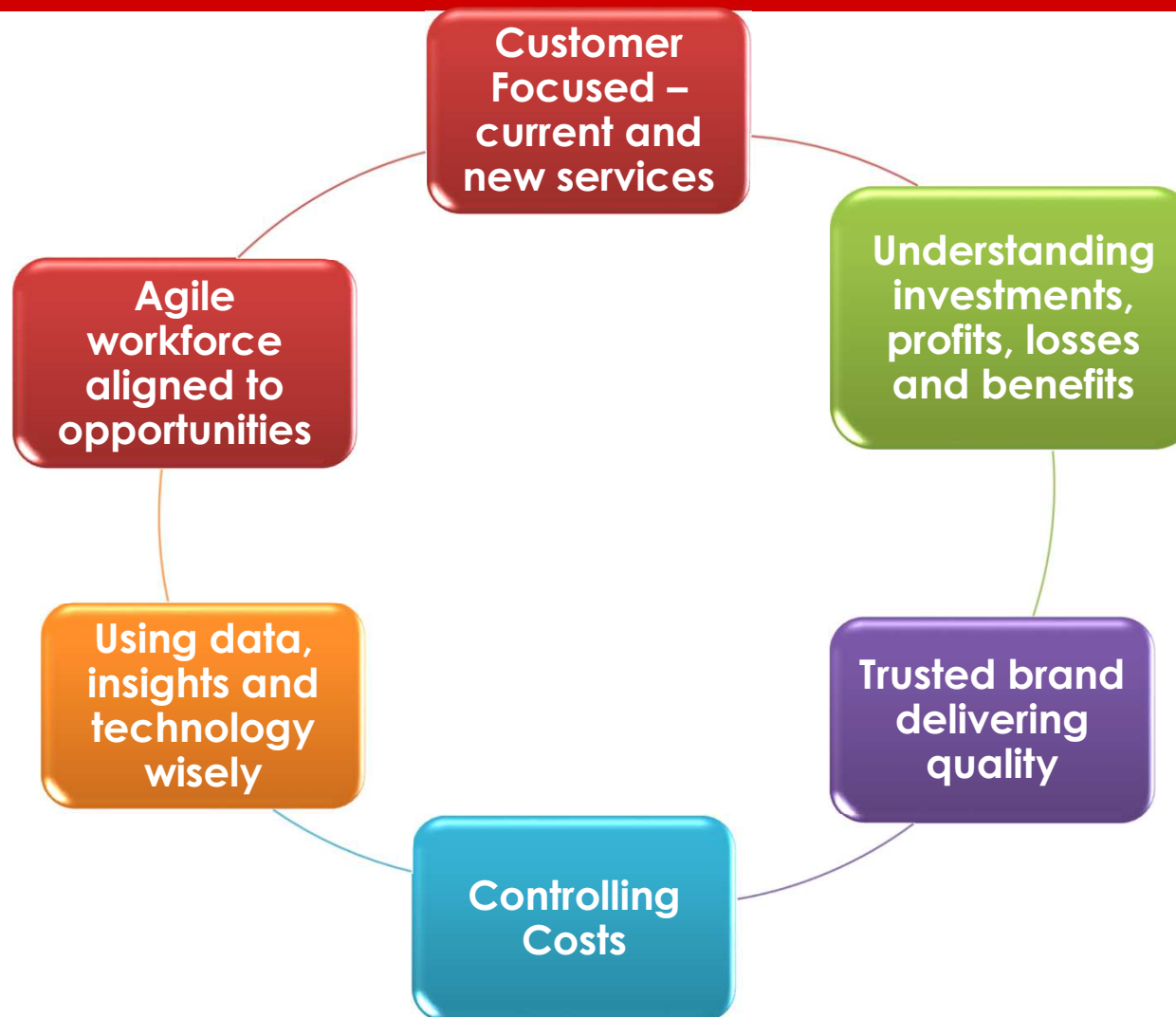
Blaenau Gwent County Borough Council

Commercial Strategy and Work Programme

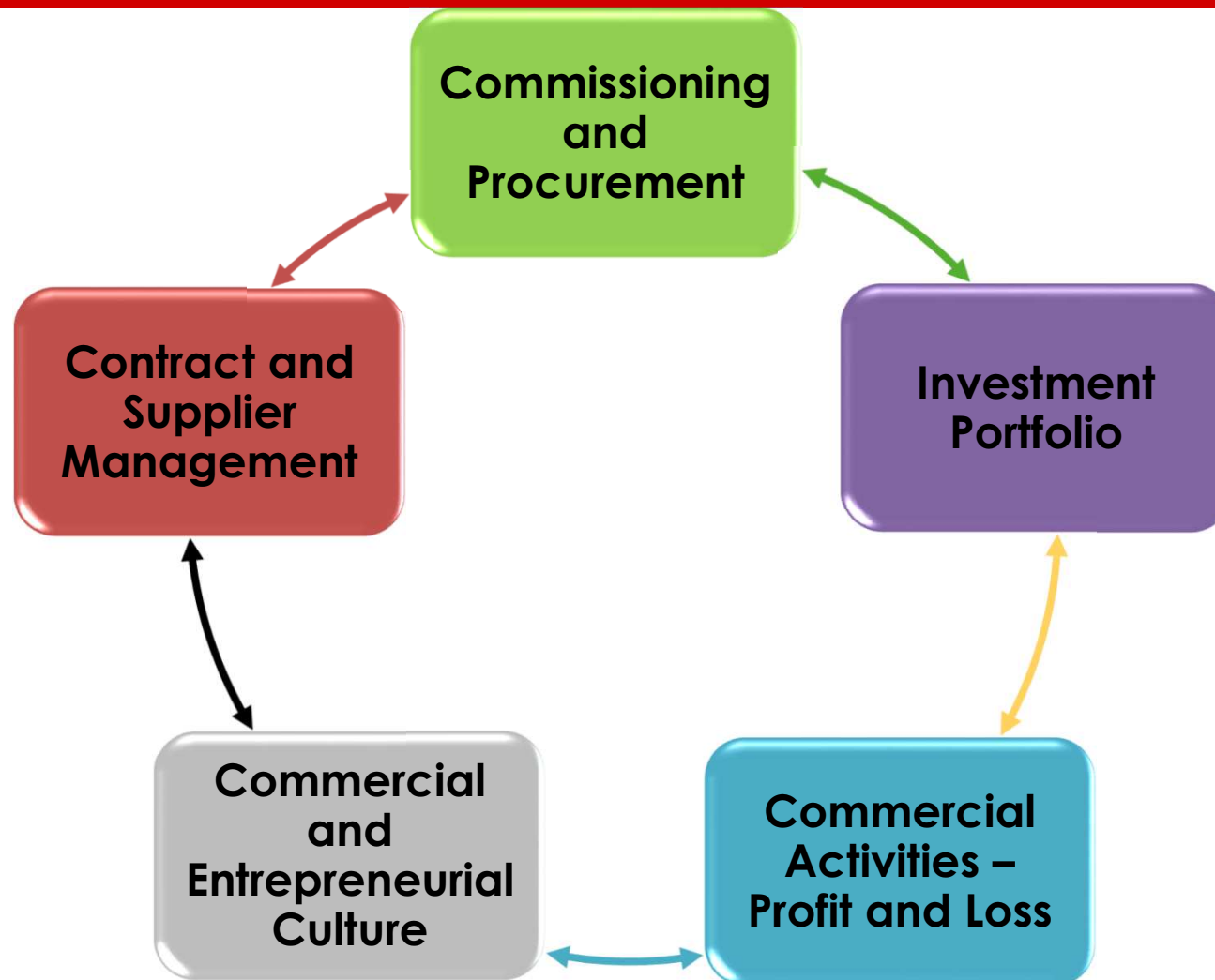
Commercial ambitions for Blaenau Gwent

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

Understanding what we are
buying and why

Year 1

Understanding how we are
procuring the services or products

Year 1

Seeking economies of scale
where possible

Year 2

Understanding the impact of the
services and products

Year 2

Seeking innovation from our
commissioning framework

Year 3

Ambition 2 – Investment Portfolio

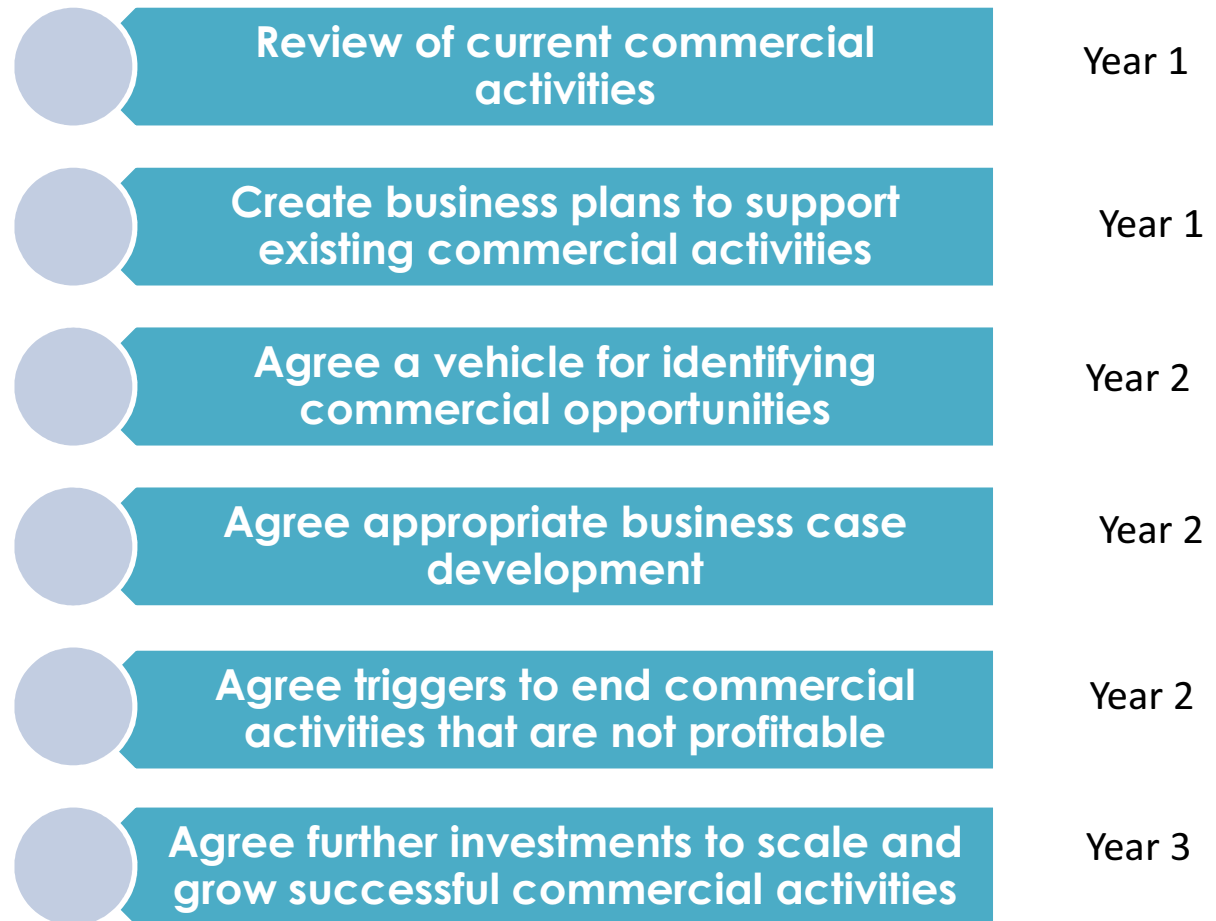
Shaping the investment options based on robust business cases, risk assessment and market intelligence



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



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