

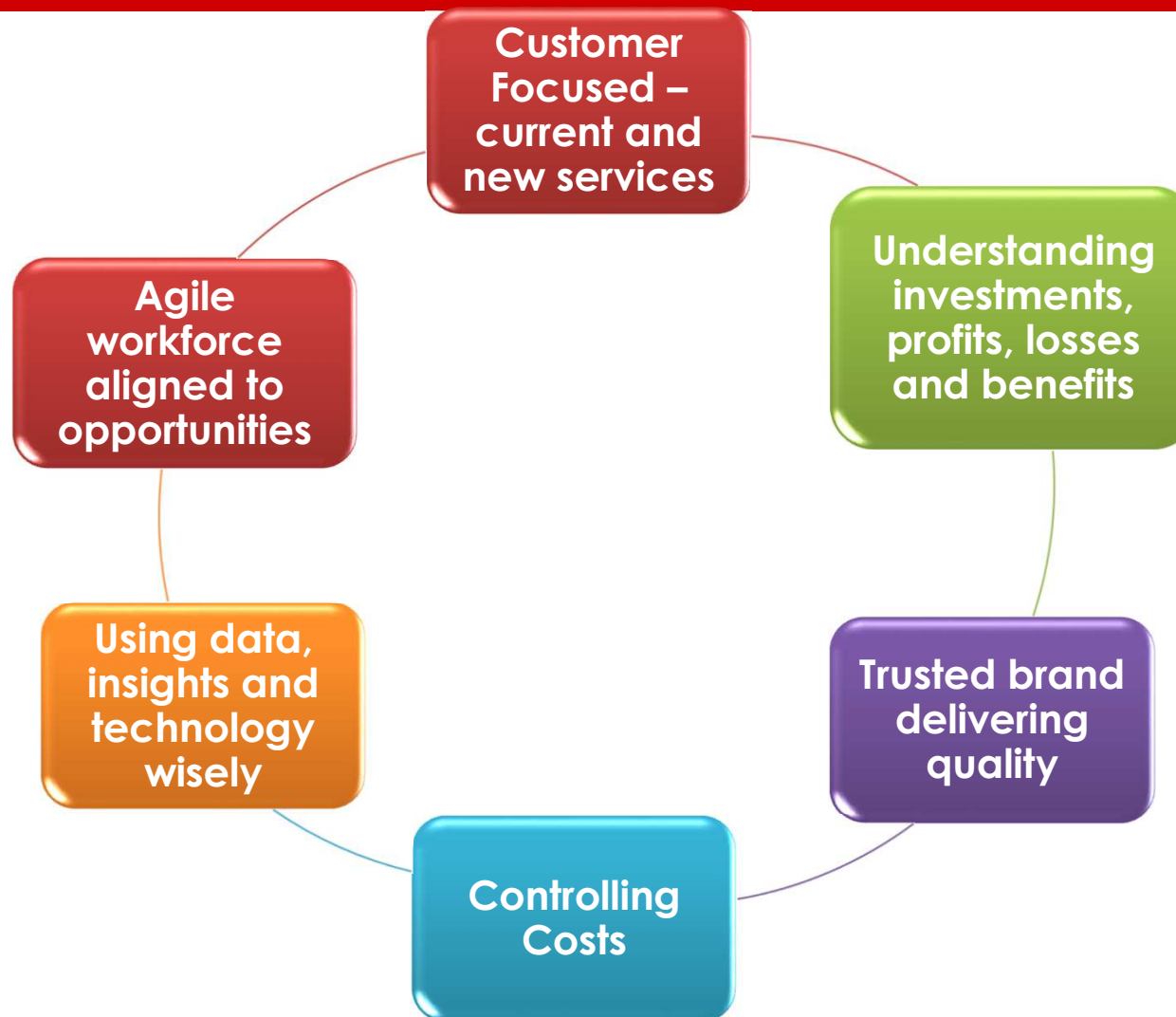


Blaenau Gwent County Borough Council

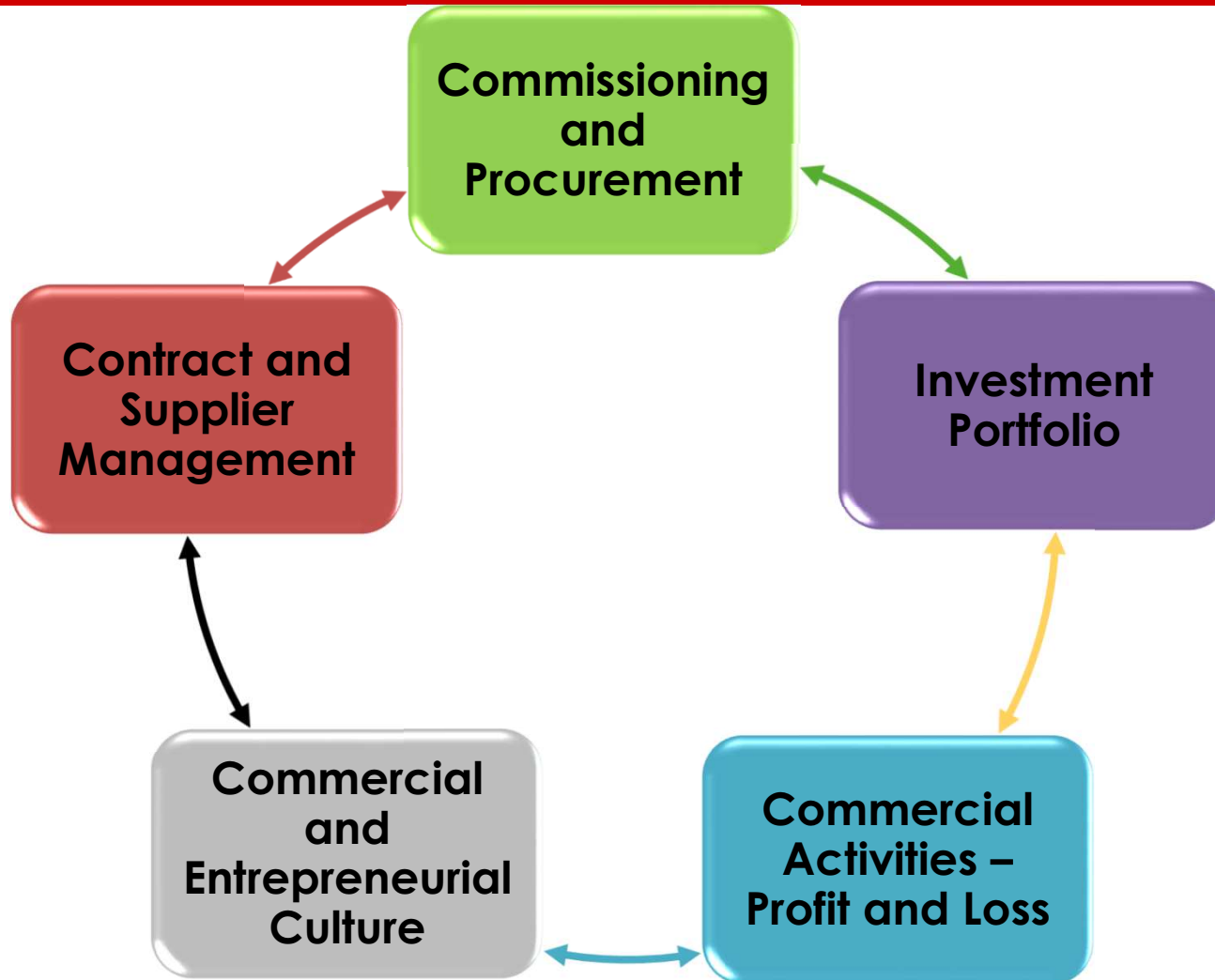
Commercial Strategy and Work Programme

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

**Investment
Portfolio**

**Agreeing options for investments
linked to our investment strategy**

Year 1

**Agreeing our risk and reward
yields**

Year 1

Exploring investment vehicles

Year 2

**Strong governance for
investment management**

Year 2

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**

- Review of current commercial activities Year 1
- Create business plans to support existing commercial activities Year 1
- Agree a vehicle for identifying commercial opportunities Year 2
- Agree appropriate business case development Year 2
- Agree triggers to end commercial activities that are not profitable Year 2
- Agree further investments to scale and grow successful commercial activities 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



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

This page is intentionally left blank