



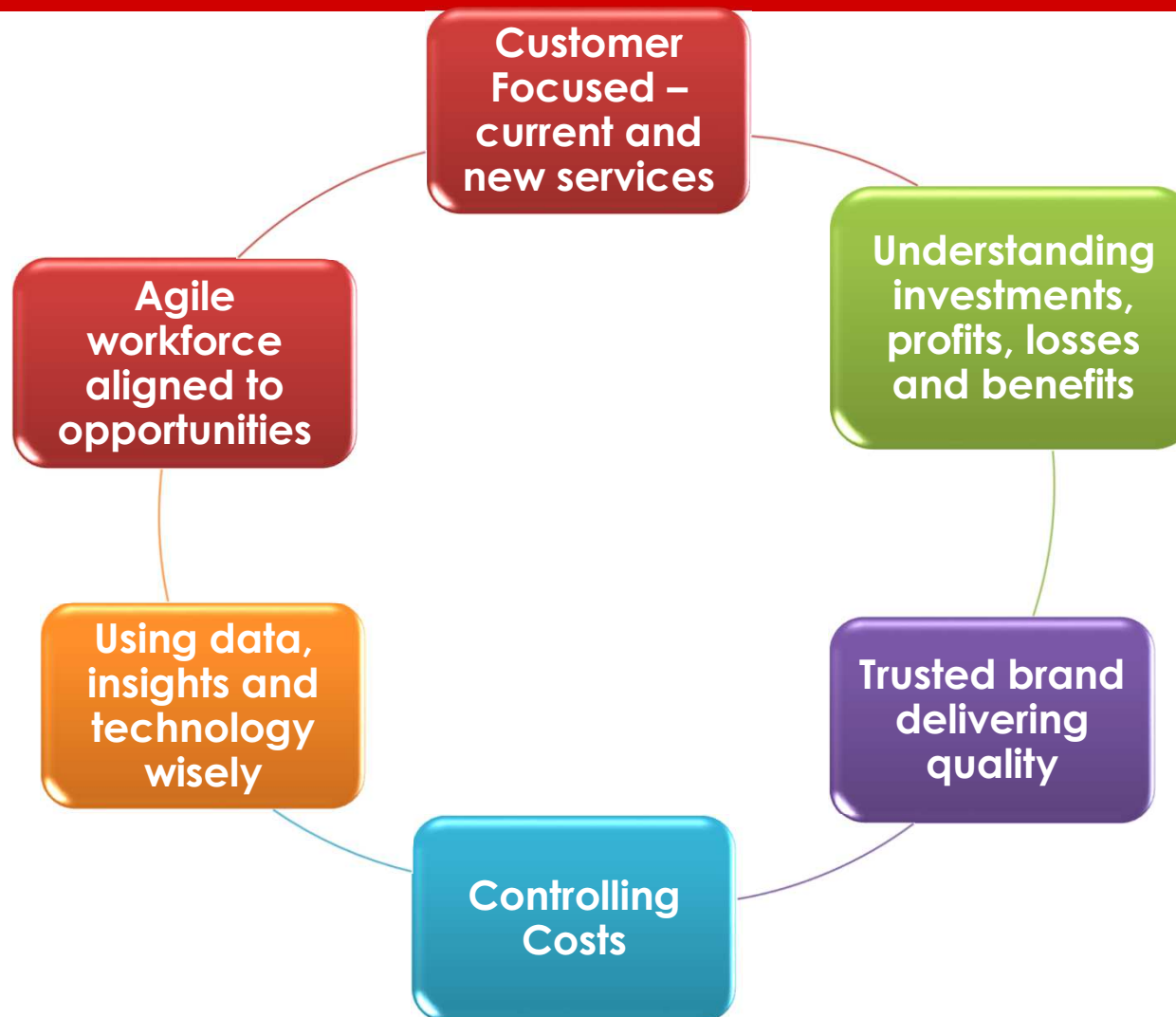
# Blaenau Gwent County Borough Council

Commercial Strategy and Work  
Programme

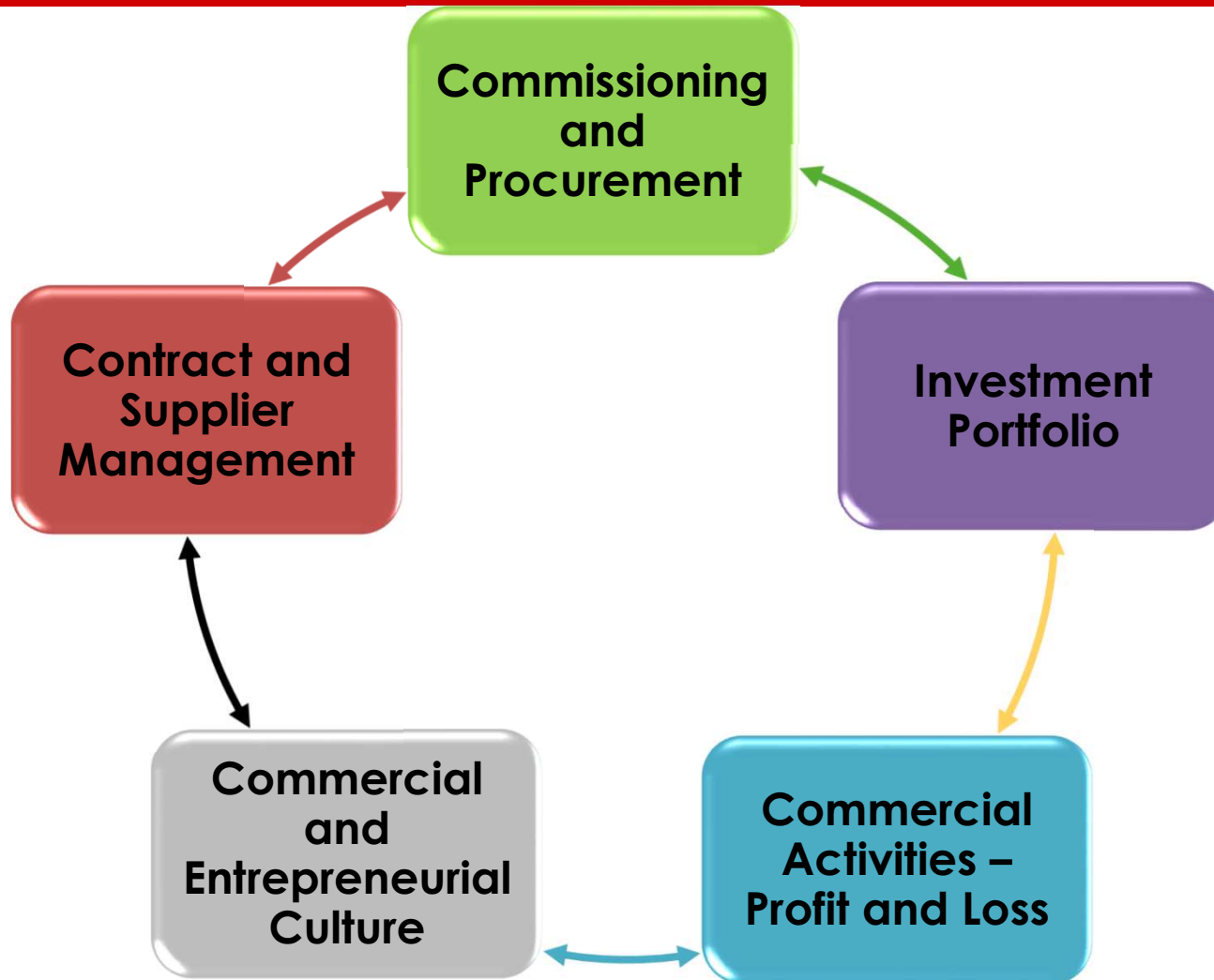
*Commercial ambitions for Blaenau Gwent*

# 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*

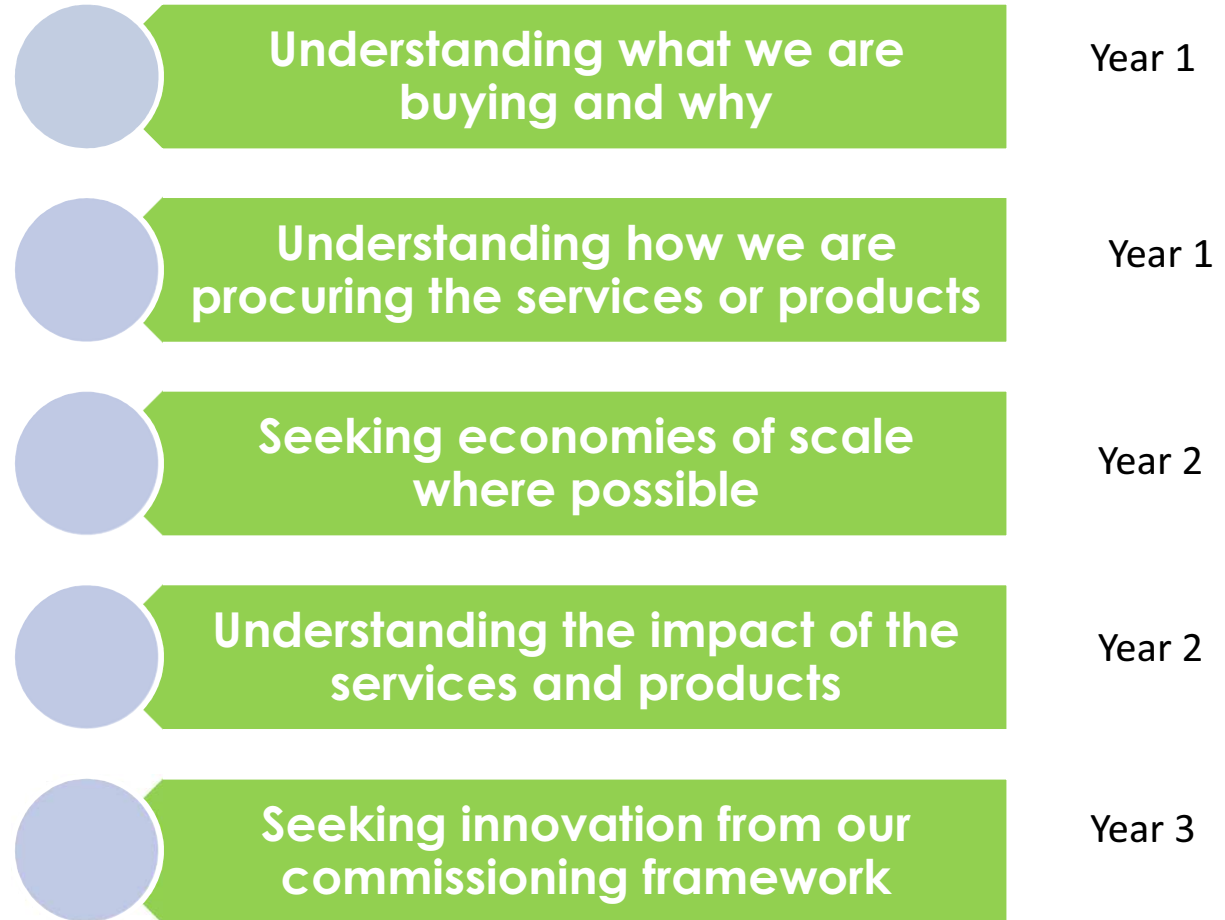
- **Contract and Supplier Management**

*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**



# 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