

What does commercialism really mean to our council?

What is the real impact of energy and utilities on the council estate?

How can we generate income and cash savings through our estates or sites?

Can we really achieve greater efficiencies without cutting frontline services?

How can we work effectively with the NHS?

Have we got a regeneration project that could lead in to sustainable housing, transport and energy?

How can we build enough homes to meet the needs of the community?



Local Partnerships is a joint venture between HM Treasury and the LGA, providing trusted, professional support to councils across England and Wales. We help the public sector deliver projects and change at the local level. We facilitate an interface between central government policy and local delivery to ensure key priorities are achieved and clients secure excellent value for money.



We help councils **accelerate housing development** to meet their regeneration and housing growth objectives. Our work includes practical procurement and delivery expertise to bridge relationship gaps with developers, and maximise the commercial opportunities available to the public sector. We bring **public and private sector experience that helps provide confidence, capacity and capability** to councils and Combined Authorities who have housing supply and regeneration ambitions.

We work closely with the **HCA** and **DCLG**. We directly support a number of councils to develop and deliver their **housing growth plans**. Our team operates as a seamless part of the council's local team, supplementing skills or capacity gaps to manage and deliver end-to-end estates' renewal programmes.

Local authorities have the potential to deliver on a range of **energy projects** from reducing spend on energy supplied to council-owned buildings, to using council owned assets (land and buildings) to generate local power from natural sources and nearby income. We work with public sector organisations outside London to deliver the **National Re:fit Programme**, an energy efficiency programme that guarantees substantial financial savings whilst improving the **energy efficiency** of assets.

We support councils in their response to the **public sector reform agenda** and councils' **transformation programmes** to create more efficient or alternative service delivery models. We have helped a range of local authorities including Manchester and the Greater Manchester Combined Authority, the Wirral, and a group of south west local authorities to redefine their public sector reform programmes to ensure effective delivery.

We help the public sector respond to the significant challenges and opportunities it faces including **exploration of alternative local government models** as part of devolution discussions and financial restructuring, formal collaboration and merger, acting as independent broker between different parties. We provide support for the **production of business cases for councils** wishing to invest in energy, housing and social investment as part of their commercial-led strategies.



We support councils and other third sector organisations navigate the complex processes and mechanisms required to meet the challenge of **integrating health and social care**, and develop and deliver a system that will be fit for the future. We work with the community-focused third sector ensuring they can play a full and sustainable part in **delivering innovative and effective services to meet local needs**. We help increase their commercial capabilities, evidence their value and grow their impact in order to attract new business and investment.





We review and support the renegotiation of public sector contracts to make savings, including reducing the cost of complex **PFI** contracts. We have helped 57 public sector organisations to identify **over £1.2 billion in savings**. Recently we have advised four councils to refinance the PFI contracts achieving savings of £10 million. We can help you **achieve efficiencies** across a range of areas from contract management strategy, refinancing and savings reviews to benchmarking, market-testing and establishing regional contract management hubs. **Our PPP and PFI specialist team** helps increase the commercial skillset and contractual knowledge of public sector stakeholders.



Our **Infrastructure** and **Waste** teams help clients to plan strategically, solve complex commercial issues, manage programmes or projects effectively and increase delivery confidence. We have worked closely with DEFRA for several years managing its Waste Infrastructure Delivery Programme and to initiate its savings Programme in 2013/14, which has already **secured £145 million of savings**. We provide an interface between the policy of central government and local delivery. Our teams offer extensive **technical, commercial and procurement experience** gained across public and private sector environments. We work in sectors that require investment in capital or maintenance including highways, waste, energy and flood defence.



Local Partnerships has been excellent to work with – their knowledge, experience and insights in the growth area have added enormous value to councils in the West Midlands.”

Martin Reeves, Chief Executive, Coventry City Council

We provide short, inexpensive but effective **Assurance** reviews on high risk projects or programmes where public sector organisations have to keep them on track. Our Assurance reviews are constructive and forward looking, making recommendations designed to maximise the chances of successful delivery.

We support the Welsh Government to deliver the **Green Growth Wales Programme**, a pipeline of public sector local renewable energy generation and efficiency projects. We play a critical role in delivering the Welsh Government’s **Waste Infrastructure Procurement Programmes**, helping meet ambitious recycling and sustainability targets, whilst delivering value for money. We provide the expertise to fulfil the £500 million of PPP projects included in the 21st Century Schools Programme, conduct stakeholder engagement programmes and support councils to deliver operational PFI savings.



“ Local Partnerships’ expert advice has helped us resolve a range of PFI contract issues. They identified savings within our projects and have supported us in their implementation. Their commercial expertise is helping us get the most from refinancing our BSF projects and is delivering significant savings. These are valuable resources in the current financial climate that the Council is able to reinvest into its front line council services.”

Ian Rooth, Head of Finance, Barnsley Metropolitan Borough Council

“ My heartfelt thanks for your involvement in the project thus far and the recommendations you have made – they have helped us to remain on track for the intended benefits of this significant project that will make such a difference to the opportunities and choices for vulnerable people.”

Trish Dalby, Deputy Chief Executive, Hull City Council

Our team of experts works solely for the benefit of the public sector. Across our specialist teams we provide trusted, professional support and advice. We help organisations transform the way they deliver services across the following areas:

- ▶ housing
- ▶ infrastructure and waste
- ▶ mergers and shared services
- ▶ energy efficiency
- ▶ PFI & PPP
- ▶ efficiency programmes
- ▶ integrating health and social care

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