

EFFICIENCY, SAVINGS



ACHIEVING SUCCESS



HOUSING, INFRASTRUCTURE



LOCAL PARTNERSHIPS

PROJECT MANAGEMENT



FINANCIAL SAVINGS



WASTE, RECYCLING



ENERGY





Whilst the last 10 years have largely been characterised by increasing cuts to local government funding and rising demands for services, developing **financial resilience** has become a key driver for local authorities as they have to deal with austerity.

- ▶ How are you developing your commercial activities? Are you pursuing new alliances, structures or delivery models?

Such initiatives need to be underpinned by business cases and supported through planning and implementation. We work alongside S151 officers to prepare and assist with creation of **high quality business cases** that follow HM Treasury Green Book guidance.

- ▶ Are you considering different options for delivery of your council services – **outsourcing** or **in-sourcing**, **local authority trading companies**, or **collaboration**?

We look across the range of local authority activities to assess accurately where the opportunities lie, how existing services can be delivered more **efficiently** and where new, innovative solutions can help. We help with strategic thinking so that decisions on key priorities, based on sound commercial judgement, can be taken more rapidly, helping you direct scarce resources effectively.

Local Partnerships works with councils across the “harder to reach” areas for achieving **savings**. We help you evaluate different **corporate structures**, **benchmark costs** and **review governance** to support robust decision-making.

We undertake options’ appraisals, financial modelling, risk assessment and implementation challenges to help local authorities that are considering **formal collaboration** or full scale merger.

- ▶ In light of shrinking central government grants, is your council looking for alternative ways of generating income?

We help councils increase revenues across waste collection and disposal, **commercialisation** of public sector land and property, selling services and investment in renewables.

- ▶ Are you concerned about your PFI contracts?

Our PPP and PFI specialist team reviews and supports the **renegotiation of public sector contracts** to make savings, including reducing the cost of complex PFI contracts. 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 experts bring public and private sector experience that **provides confidence, capacity and capability** to your local authority. This is crucial in helping councils develop better relationships with key partners and stakeholders. This is especially evident for **housing delivery**. We help clients design bespoke **community and stakeholder** engagement programmes that will support the delivery of housing development.

- ▶ Are you grappling with your regeneration and housing growth objectives?

We help **accelerate housing development** through practical procurement and delivery expertise, bridging relationship gaps with developers, and maximising the commercial opportunities available to the public sector.

Local systems for delivering **resilient and sustainable health and social care services** are growing in complexity. We help you find innovative, sustainable solutions to help design a system that delivers affordable, quality and personalised services.

Our waste and infrastructure teams offer extensive technical, commercial and procurement experience. We 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, which has achieved over £150 million of savings since its inception in 2013.

- ▶ How can you integrate **energy** into your local authority's policy objectives and overall priorities?

We help identify the right energy projects that deliver against corporate goals. We provide the national **Re:fit** programme (outside of London). It is an energy efficiency programme that guarantees substantial financial savings whilst improving the energy efficiency of the public sector estate.

We provide independent analysis of projects and programmes, providing you with **assurance** that your project is on track and, if it isn't, how to fix it.

We deliver national programmes of support, commissioned by central government departments but delivered locally. We are currently supporting a programme commissioned jointly by **DfT** and **DEFRA** to address the issues causing lower than acceptable air quality.

We work **solely for the benefit of the public sector**, helping councils and combined authorities overcome challenges and improve the chances of success.





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



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

Local Partnerships is a joint venture between the LGA, HM Treasury and Welsh Government. We provide an interface between central government and local delivery.

We provide trusted, professional support and advice across multiple disciplines including housing and regeneration, waste, infrastructure, mergers and shared services, integrating health and social care, and more. We help councils achieve and maintain financial resilience.



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