

# LOCAL PARTNERSHIPS

The public sector delivery specialists

MANAGEMENT



PFI



SAVINGS



REFINANCING



## A COMMERCIAL APPROACH TO ACHIEVE SAVINGS

BUSINESS CASE SUPPORT



PROCUREMENT




RISK ASSESSMENTS



OPTIONS' APPRAISALS





## Councils face tough challenges as they seek to reduce costs, continue (and even increase) service delivery and look for ways to unlock new income streams.

This streamlining of services requires councils to deal with complex and myriad problems. They may need to face some tough challenges in order to keep their services going at all. They will certainly need to look across their whole range of activities and assess accurately where the opportunities lie, how existing services can be delivered more efficiently and where new, innovative solutions can help.

Through rising costs and diminished funding, many councils have been forced to reduce their headcount. This can mean there are gaps in commercial skills. In addition, at all levels across staff, people can be so overstretched that their ability to step back from the day-to-day and think strategically, or imaginatively, about how to drive efficiency whilst protecting service delivery can be diminished.

Local Partnerships has worked with councils across some of the “harder to reach” areas for achieving savings including:

### **PFI Contract Savings, refinancing and complex contracts**



We have provided support to 57 public sector organisations, helping to identify over £1.2 billion in savings. Recently we have helped two councils refinance their PFI projects generating savings of £2 million and £3 million. We work on the procurement and management of complex contracts across a range of sectors, including ICT, Shared Services, Highways, Waste Collection, Waste Disposal and Energy Efficiency.

### **Public Sector Mergers**



A number of councils and other public sector organisations are considering formal collaboration; some are considering full scale mergers. We have helped undertake options’ appraisal, financial modelling of the varying savings and costs scenarios, risk assessment and implementation challenges. We act as an independent broker between the different parties.

### **Commercialisation**



Councils are increasingly seeking to diversify revenues away from reliance on central government grants. We have helped councils increase revenues in many areas including trade waste, commercialisation of public sector land and property, selling services (e.g. training) and investment in renewables. An increasing number of Councils are considering investment in private sector housing or commercial property. Councils may stand to benefit from additional revenues through New Homes Bonus, a grant for building more homes and business rates.

## Alternative Delivery Models



Councils are having to take a fundamental look at their services and the different options for delivery, which may include outsourcing, Local Authority Trading Companies, and collaboration. We help you to evaluate different corporate structures, benchmark costs, support decision-making and provide a central point of contact for standard documentation. Local Partnerships has also helped with the development of public sector spin outs.

## Adult social care reforms




Efficiencies may be driven from integration of health and social care, through demand management, a more dynamic approach to commissioning, procurement and to contract management services and estate rationalisation. We have worked with Councils to evaluate their spend and develop options to control future cost pressures.



Local Partnerships was set up to support the public sector to deliver structural change across major delivery programmes. We deploy only highly-experienced, senior people who introduce new ideas and energy, inject capacity and boost capability.

We occupy a unique position through our joint owners, the LGA and HM Treasury. We share the values of, and work solely for, the public sector. Our team brings a broad mix of experience across public, private and not-for-profit organisations. This expertise allows us to help our public sector colleagues enter into a more fruitful dialogue with the private sector.



---

“ I found the team very approachable and supportive. They responded quickly to requests and were very helpful on the phone, in person and at meetings.”

Sue Pegg, Development Manager, Derbyshire County Council

---

“ Local Partnerships greatly assisted us to obtain a financial settlement on a complex negotiated change to a PFI agreement which was most satisfactory.”

Tony Byam, Head of Estates Department, Norfolk and Suffolk Constabularies

If you would like to discuss the issues affecting your authority please get in touch with us:

**David Crowe**

07795 418 305, david.crowe@local.gov.uk

**James Lee**

07795 957 620, james.lee@local.gov.uk

**Jim Scopes**

07799 268 705, jim.scopes@local.gov.uk

**Julie McEver**

07920 060 427, julie.mcever@local.gov.uk



Local Partnerships is jointly owned by



**Local Partnerships: the public sector delivery specialists**

Local Partnerships, Local Government House, Smith Square, London SW1P 3HZ  
020 7187 7379 | LPenquiries@local.gov.uk | @LP\_localgov | localpartnerships.org.uk