

MANAGEMENT



PFI



REFINANCING



SAVINGS



# A COMMERCIAL APPROACH TO ACHIEVE SAVINGS

BUSINESS CASE SUPPORT



PROCUREMENT



RISK ASSESSMENTS



OPTIONS' APPRAISALS



**LOCAL  
PARTNERSHIPS**



## 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 and Refinancing



We have supported 57 public sector organisations, identifying over **£1.2 billion** in existing PPP and PFI contracts. Recently we have advised four councils to refinance their PFI contracts **achieving savings of £10 million**. We support the public sector through all stages of PPP and PFI projects including:

- ▶ procurement
- ▶ savings identification and implementation
- ▶ advising council SMT, governance groups and LEP directors
- ▶ upskilling the contractual knowledge and commercial skillset of PFI contract managers
- ▶ contract negotiation
- ▶ issue resolution
- ▶ compliance reviews
- ▶ maximising value achieved through benchmarking and market testing
- ▶ ensuring contractual compliance in all aspects of PFI contracts

We work in projects across all sectors including education, transport, waste, leisure, health, highways and street lighting.

### 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 increasingly seek 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 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, integrated contract management 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.

“ 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

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.

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

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