

Making the case



Martin Forbes, Strategic Director | Martin.forbes@local.gov.uk | 07899 965 739

Webinar



Content

STRATEGIC ALIGNMENT
VALUE FOR MONEY
CONVINCING BENEFITS CASE
CLEAR FINANCIAL PRESENTATION
FEASIBLE
AFFORDABLE
HIGH DELIVERY CONFIDENCE
DELIVERABLE



Martin.forbes@local.gov.uk
07899 965 739
localpartnerships.org.uk

Benefits case



Martin.forbes@local.gov.uk

07899 965 739

localpartnerships.org.uk



Key points to note

1. Aim is about the ‘what’, objectives are about the ‘how’
2. **SMART** – measurable and monetisable
3. Assess against the ‘carry on as you are’
4. ‘Expert’ MCDA for non-monetisable
5. Capture and share the evidence

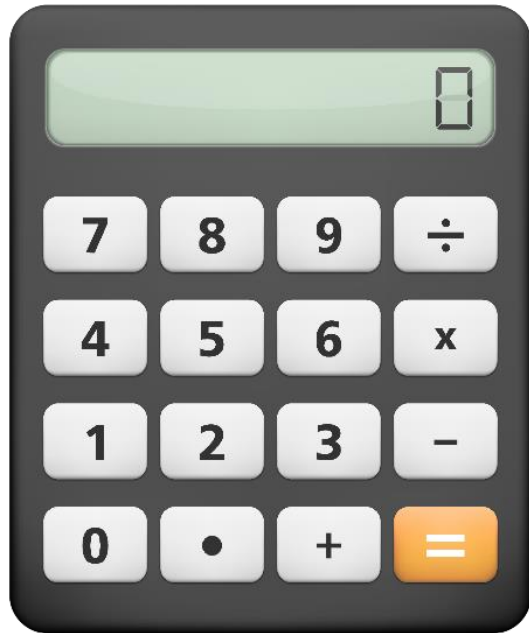


Martin.forbes@local.gov.uk

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localpartnerships.org.uk

Financial presentation



- Clear and consistent
- Partner dependencies
- Minimum Revenue Provision
- Difference between finance and funding
- Income with no costs
- Double counting
- Sensitivities and stress testing



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07899 965 739

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Key points to note

1. Numbers should help not confuse
2. Show what the finance pays for and when
3. Sensitivity test based on risks linked to risk register
4. Ensure affordability accounts for cost of finance and on-going costs
5. Check for double-counting



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localpartnerships.org.uk

Delivery confidence



- Evidence base
- Proportionality
- Distinguishing statements of conviction
 - Project management
 - Project plan
 - Links to approved strategies and plans



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localpartnerships.org.uk



Key points to note

1. Determine what is proportional
2. Reference the evidence base
3. Describe context of origin
4. Link to existing strategies and plans
5. Build in 'assurance'



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localpartnerships.org.uk



Questions and answers



Martin.forbes@local.gov.uk

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localpartnerships.org.uk

Making the case

Questions and support



- Independent workshop facilitation and challenge
- Modelling
- Subject matter expertise
- Delivery advice
- Assurance

We can add capacity, confidence and capability to your organisation



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Thank you



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**Webinar
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