

How can we deliver an affordable and sustainable future?

Andrew Burns, Director of Finance and Resources

PROCUREMENT CONFERENCE 28 JUNE 2011



Outline

- What we've done since last year
- **Quick wins....** as a reminder/checklist
- **BIG WINS.....a renewed focus on**

Procurement, Capital and Shared Assets

Nine Priority Outcomes...

- **Staffordshire's economy prospers and grows, together with the jobs, skills, qualifications and aspirations to support it**
- **Staffordshire is a place where people can live safely - increasingly free from crime, the causes of crime and the fear of crime**
- **In Staffordshire's communities vulnerable people are able to live independent and safe lives, supported where this is required**
- **Staffordshire's children and young people can get the best start in life and receive a good education so that they can make a positive contribution to their communities**
- **Staffordshire is a place where people live longer, healthier and fulfilling lives**

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Nine Priority Outcomes cont...

- Staffordshire is a place where people can easily and safely access everyday facilities and activities through the highways and transport networks
- Staffordshire's communities enjoy a range of learning, recreational and cultural activities
- Staffordshire's people are involved in shaping the delivery of public services
- Staffordshire's communities are places where people and organisations proactively tackle climate change, gaining financial benefit and reducing carbon emissions



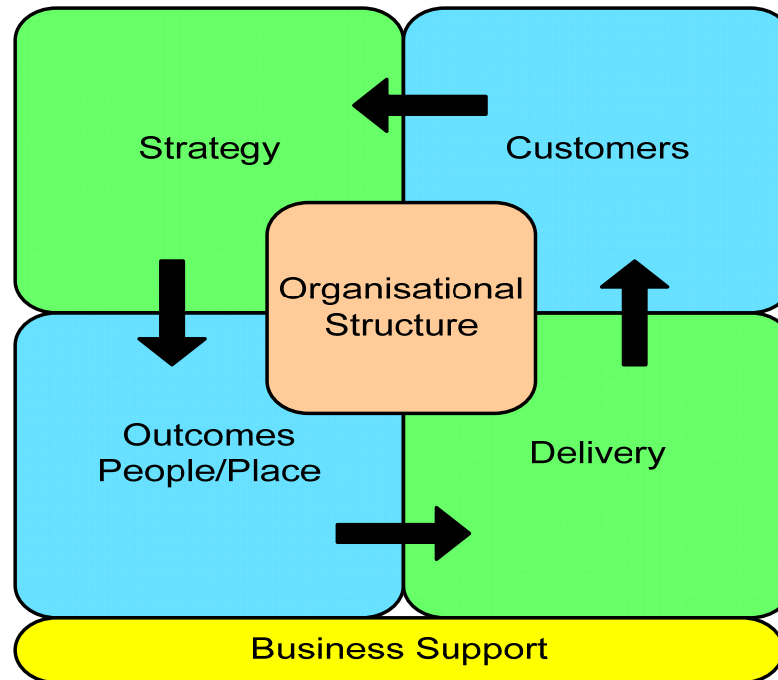
Core Values

- Customer and citizen focus
- Listening and responding to local needs
- Encouraging personal responsibility while protecting those who need us
- Prepared to be bold and to show leadership
- Provide efficiency and economy through innovation

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Our New Way of Working

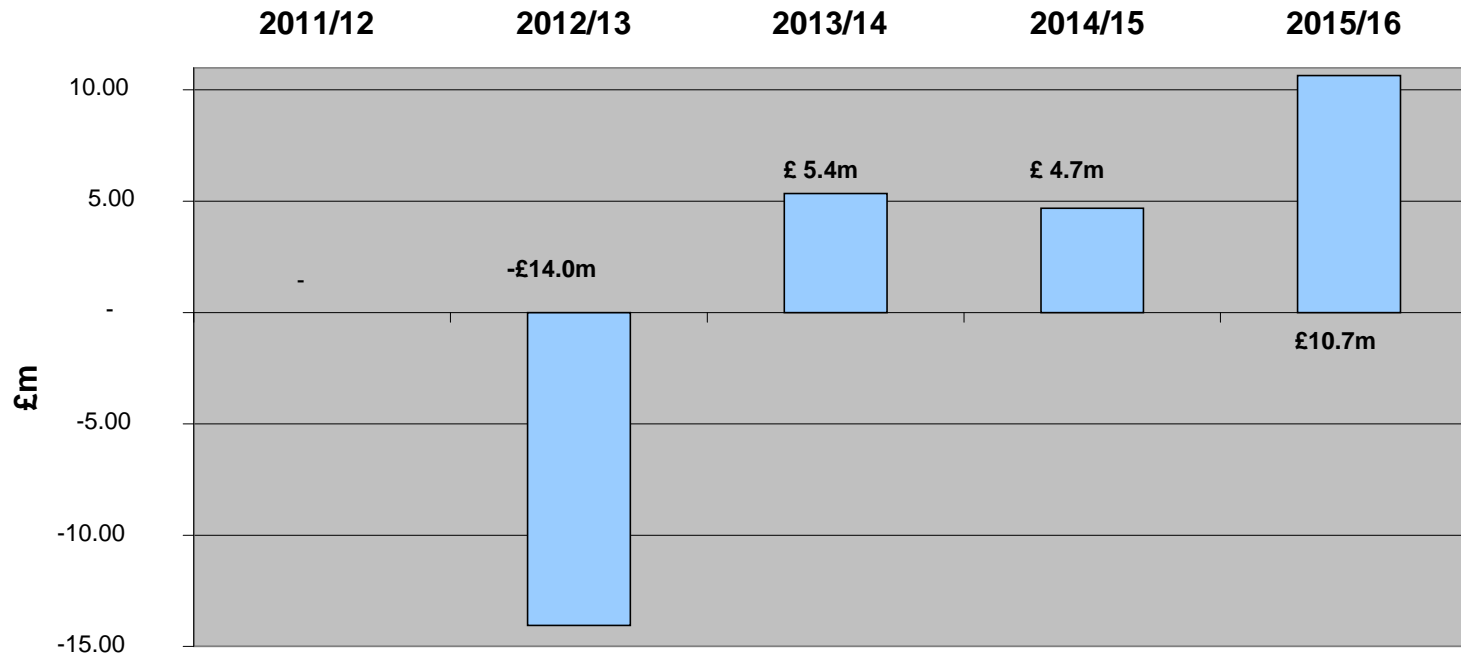


Medium Term Financial Strategy

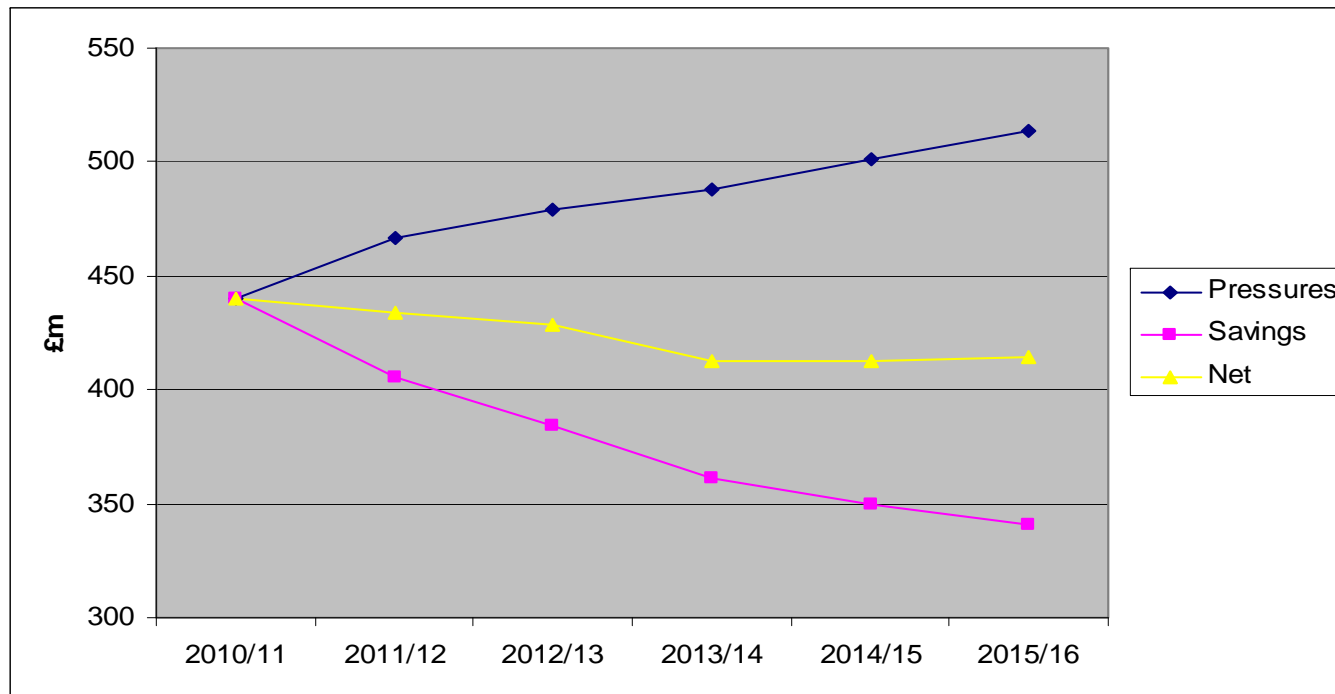
- Good progress been made in identifying savings from every part of the county council
- Service savings identified of £75m by 2013/14 and rise further to almost £100m by the end of the 2015/16
- Commissioning, effective procurement, partnership working, re-engineering services to obtain VFM all feature heavily
- Streamlining back office functions a key feature - around a quarter of the efficiency measures identified in 2011/12 arise as a result of challenging the back office, support and management arrangements



Context : Medium Term Financial Strategy



Context : Summary of Pressures & Savings



Quick Wins Strategy

- Develop Procurement Strategy – or borrow someone else’s capacity
- Up-skill staff or find capacity through a partner
- Carry out a spend analysis
- Aggregate spend through category management
- Review costs and specifications
- Utilise technology
- Develop a supplier management plan
- Manage demand

Big Wins Strategy

- Get fit for purpose
- Respond to localism
- Become a more joined up client sector
- Improve our commercial acumen
- Supplier management and development
- Intelligent asset management
- Collaborate on commissioning
- Obtain and use the best deals

We can deliver an affordable and sustainable future if we...

- Are ambitious and confident
- Collaborate across public services
- Share assets, costs and expertise
- Innovate and redesign services
- Focus on commissioning for outcomes
- Free our minds and let go of 'traditional thinking'
- Have an adult conversation with the public – get people engaged!