

Workshop 2 If Collaboration is the Way Forward How Do We Make It Happen?

- Willingness
- Shared goals and common aspiration
- Identify key areas
- Engage a Central Body to help gather and coordinate data
- Gather and coordinate data
- Organise into themes or sub-group
- Better at communication
- Endorsement at senior level and commitment
- Parties to contribute to cost
- Grant funding for collaborative bids
- Identify lead Authority
- Plan ahead and budget for procurement assistance
- Picking up on and using areas of expertise
- End users “buy in” to the process
- Exchange of knowledge and expertise more freely

- What do we need/plan to procure?
- What resources do we have?
- What do we need? Relationship/network
- Establish a business case
 - Risks and rewards
 - Potential outcome
 - Agree protocol
 - Think differently (e.g. budgets)
 - Get commitment
 - Shared vision/goal
- Member and Chief Officers to champion/mandate

Commitment

- From all parties
- Prepare to compromise
- Agree responsibilities (leads, etc.)
- Standardised documentation (t & c's)
- “Keep it simple” – SCC key principles
- Political will

Communication

- Openness and transparency
- Build trust
- Project Management
- Keep to timescales, agree a plan
- Explore options
- Share forward plans and contract registers
- Look beyond Staffordshire

CULTURE CHANGE

- Political leadership and aims to be established
- Deciding on scale “dip toe into water”
- Schedule meetings and aids to communication
- Preparation and project working
- Know other organisations structure and risks
- Necessary communication e.g. residents/service users
- Sharing resources and tools
- Assess need for documentation/agreement
- Prepare for challenges – robust audit approach
- Monitoring outcomes and - learning lessons
- networking

- Gain senior level buy-in
- Open communication/sharing information
- Long term planning
- Forums, working groups
- Think: Authorities together not just OGC, SOPO, etc.
- Business plan:
 - Who pays for resource
 - How much resource
- Lessons learnt
- Move away from mentality of collaboration = quick win!
- Accountability

1. Set up collaborative working forum
 - Representation across public sector (fire, health /Local Gov., etc.). Key stakeholders
 - Senior Representation
 - Appropriate time & resource allocated
 - Funding and share models
2. Focus on areas of potential collaboration
 - Prioritise areas (VFM/spend/risk). Savings, etc.
 - Agree project leads/lead authority
 - Take into account national landscape
3. Set up Sub Groups
 - Set up Tor's for the sub group
 - Performance management/review/reporting infrastructure
 - Escalation if projects stall
 - Establish timescales/key milestones
 - Implementation
4. Ongoing Review

- Monitor all categories on an agreed period basis/Concept and vision - customer first

- Begin Dialogue

- Identify key stakeholders/providers/customers

- More dialogue/options appraisal

- Form shared vision – outcome driven

- Identify benefits and communicate

- Sign up/commitment/parting of ways

- Negotiation/compromise
 - Honesty
 - Inclusive leadership
 - Compromise
 - Political/organisational buy in
 - Customer first

- Plan

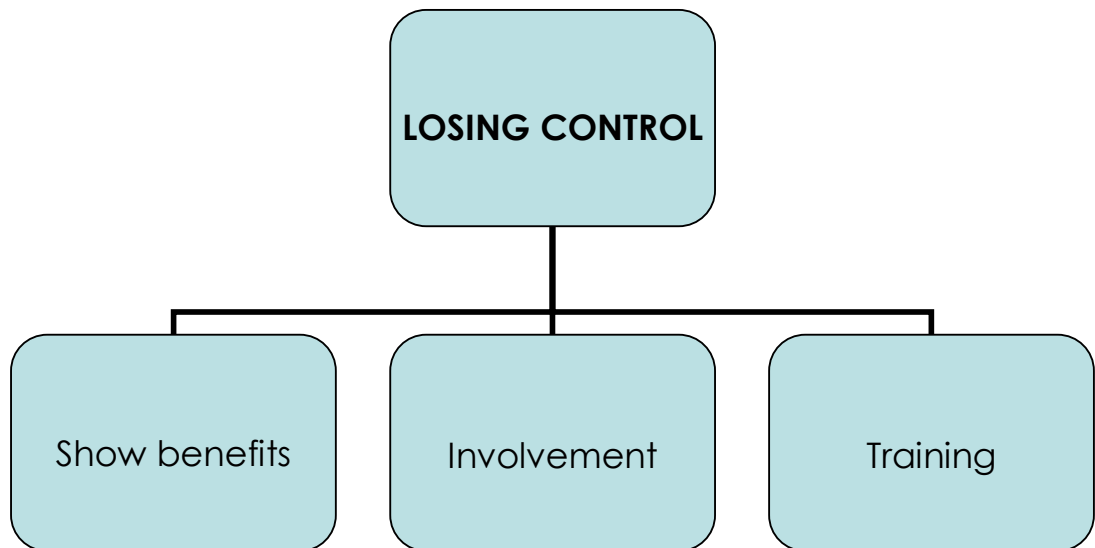
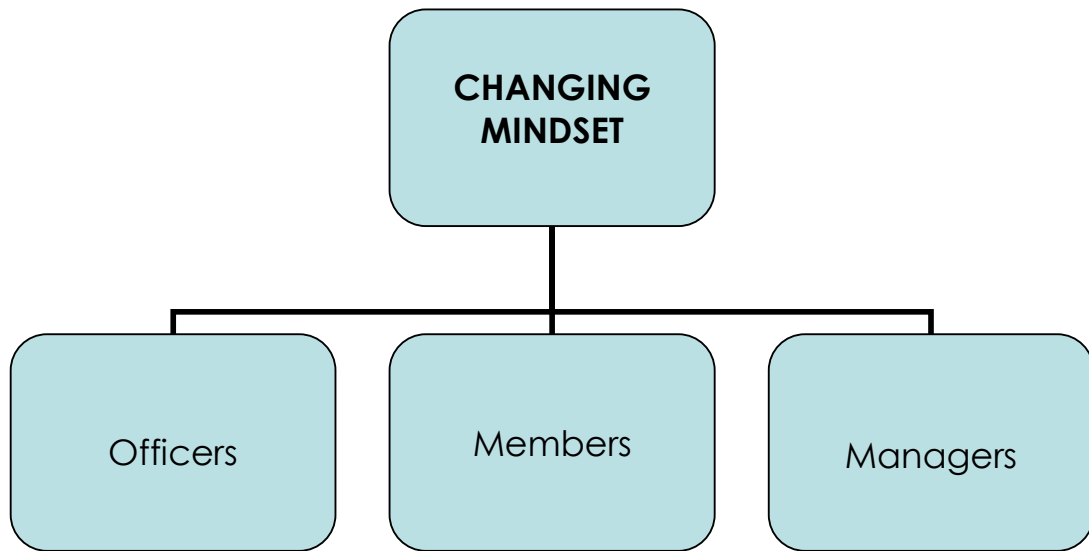
- Implement

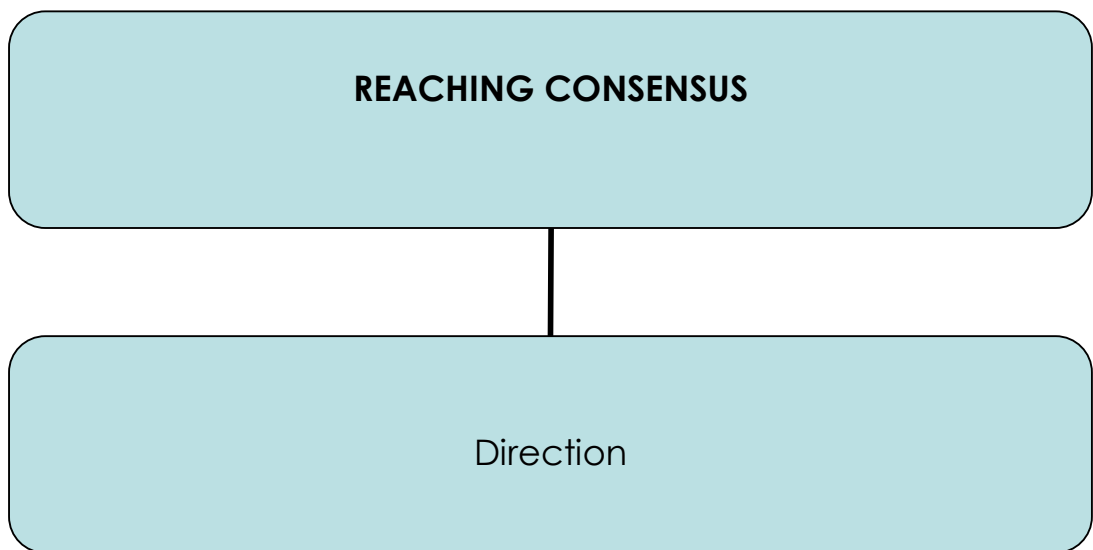
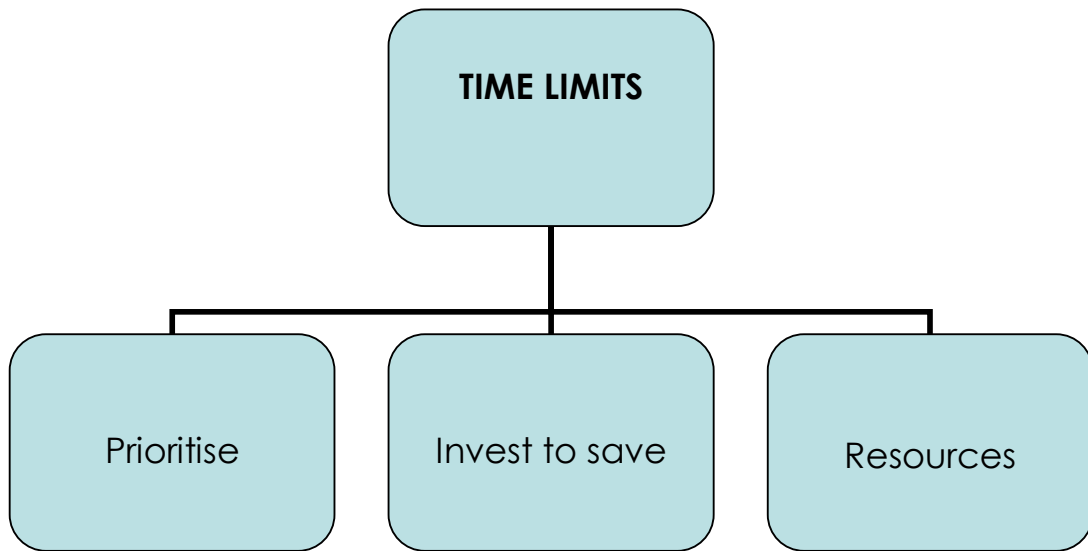
- Monitor/evaluate

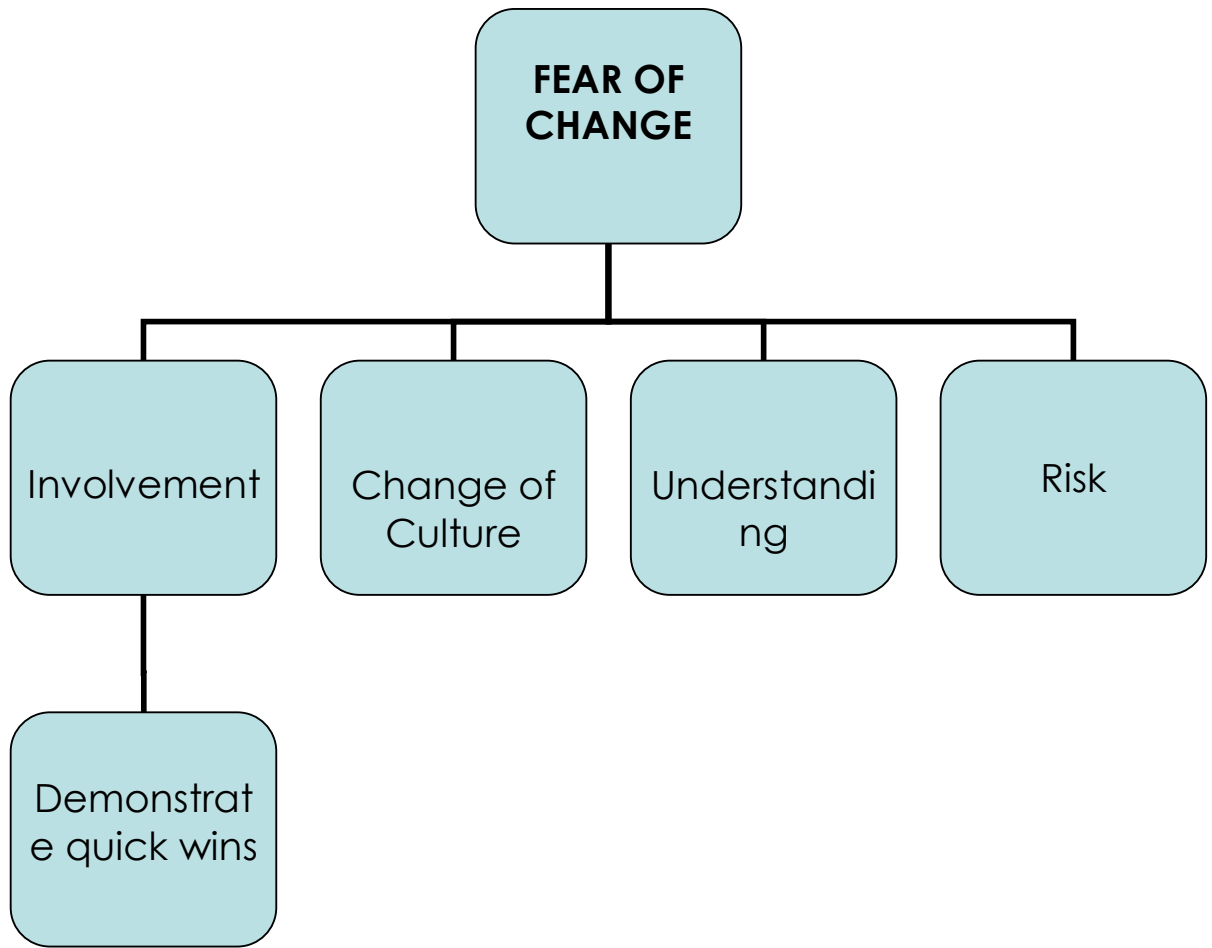
- Communication – at all levels
- Staff objectives – corporate plan
- Vision – tell the story
- Lead and promote
- Avoid duplication
- Accept the County Council Takes a Lead (PA)/co-ordinate
- Use specialism – virtual team
- Structure – methodology
- Common Systems (or interfaced)
- Customer focus – service delivery

- Share out work between Authorities
- Compromise on requirements
- Invest to save
- Long term approach
- Build in more flexibility to adapt to changing needs
- More engagement from everyone
- Identify the real need well in advance. Don't simply re-procure what was purchased last time
- Networking

- Show Leadership (Members/Senior Officers)
- A procurement strategy for
 - More than just Staffs!
- Communication – Lets talk/single point
- Accountability – Political and Officer
- Policing of contracts – not “let and forget”
- Remember it is public money we are spending!
- Share best practice







- Engaging Stakeholders early
- Plan it – outcomes/resources
- Have a dedicated resource to support on collaboration initiatives
- Allow procurements to start small and capture other partners along the way
- Talk to suppliers upfront and post-award
- Refrain from re-collaborating – identify the existing ones first
- ID where best collaborative initiatives are required e.g. social care, construction.
- Centralise Procurement
- Procurement to drive collaboration
- Can IEWM set-up

- Must be committed – all parties
- Prepared to compromise
- Agreed responsibilities – lead, etc. – partnership agreement
- Agreed documentation
- Simple and have key principles – not get bogged down
- Communication channels
- Build trust, be open and transparent
- Political will
- Keep to timescales – agree plan, etc.
- Explore what options are available
 - What are others doing
 - What routes are open to us
- Template over arching document/agreements
- Share/publish forward plans and contracts registers
- Look beyond Staffordshire
- Culture change

➤ Project management