



B U S I N E S S

# OVERVIEW



# People you can trust

All our profits go to Oxford City Council for reinvestment back into public service.

Oxford Direct Services is established as part of Oxford City Council



2012

[www.oxford.gov.uk](http://www.oxford.gov.uk)



Its main purpose: to serve the community's needs. Occasionally we would also provide commercial services

## Consolidation



2018



Oxford Direct Services becomes a LATCo, owned by the council. More services are now offered commercially

**Teckal**  
Providing services for the council

**Trading**  
Providing services for businesses



# Our approach to what we do

Our wide range of services are provided by certified staff who genuinely care about our part of the world. The vast majority live in the area and take great pride in their work.

They have a wealth of experience and receive regular operational, technical and safety training to ensure they have the skills to deliver a first-class service.

ODS CARES



TO MAKE OUR PART  
OF THE WORLD A  
GREAT PLACE TO

**LIVE, WORK AND  
VISIT**



# What we can offer

We are a one-stop shop. Partnering with us will save you time, money and the hassle of managing multiple suppliers.



Commercial Recycling & Waste Management Services



Building Repairs & Property Maintenance Services



Environmental Cleansing Services



General Civil Engineering Services



Landscaping, Grounds Maintenance & Tree Services



Commercial Motor Transport Services



Pest Control Services



Services for Residents



# ODS in numbers

We exceed budget expectations year on year.



Gas servicing (for Oxford City Council's housing stock) for the past 9 consecutive years

# 100%



Over 700 employees

#1 in the UK for street cleanliness (APSE)

England winner for Loo of the Year



The only electric Taxi certified maintainer outside London

**1,800**  
COMMERCIAL WASTE CUSTOMERS



RECYCLING RATE  
**53%**

Awarded Recycling and Waste Innovation (APSE)

£1.6m

2018/19 profit forecast



Awarded Best Performer in the UK for Transport Operations and Vehicle Maintenance (APSE)



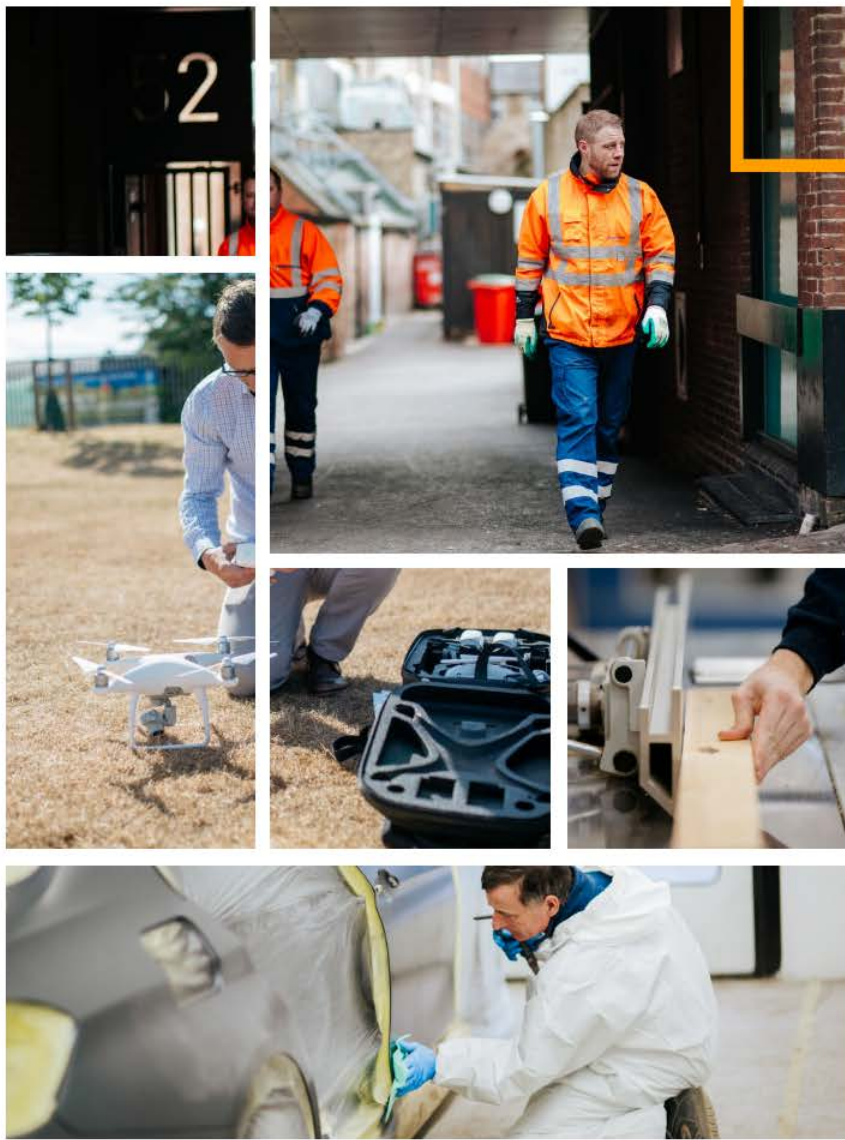
# A two-way relationship

The City Council is our sole shareholder. How our governance is set up defines our relationship:

- Contractual
- Memorandum
- Business case, four year plan

Our mutual vows:

- if we can do the work, we get it
- we help each other grow
- we provide the right services in a way that is appropriate and tailored to our partner
- light touch



# The aftermath

Even though the separation and creation of a second entity was decided with the best interests of all parties in mind, that does not warrant the absence of tension forming.

For both to coexist, we need to amicably manage our differences by reaffirming again and again in our internal comms why our decision was the best course of action.

# Thank You!

---

Simon Howick  
Managing Director  
[Simon.Howick@oxfordds.co.uk](mailto:Simon.Howick@oxfordds.co.uk)  
07711 038622

