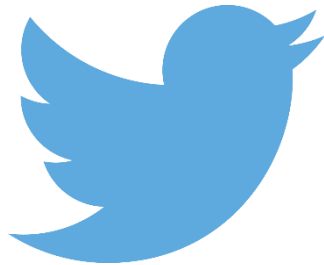


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A fragmented sector

- Decline of the LEA
- Increase in PFI (DBFO schemes)
- Increase in Academies
- Increase in MATs

No longer an 'obligation' to buy services from the local authority

- Transfer of school support services to another local authority
- Externalisation of certain services either individually or as a multi-service package
- Formation of council owned trading companies which provide services to schools
- Formation of Joint Venture companies with private companies, to deliver all or some support services to schools
- Schools or Academies as a 'direct' provider

Impact of the changes?

- Academies and MATs – forcing down prices – often to below the cost of provision
- Escaping TUPE obligations..
- Pay and pensions
- Traded services – viability
- Raises a big question of subsidy?

What services?

- School catering
- Building maintenance
- Grounds maintenance
- Building cleaning and caretaking
- Health and safety duties (legionella testing)
- HR support / finance support
- Other school support services (energy purchasing, music, educational psychologists etc.)

Emerging issues with outsourced school services

- Complexity of compliance regimes
- Health and Safety
- Legal duties to keep building users safe (staff, children , visitors)
- Day-to-day repairs, water hygiene, testing and servicing of electrical wiring, emergency lighting systems and fire alarm systems.

A question over financial provision?

- Schools must allocate provision in finances for compliance measures
- What about big ticket items? Management of asbestos?
- Allocation from DSG?
- Potential for legal liabilities to arise
- Pressure to purchase at lowest price

Times education supplement survey found

- 70% of head teachers had buildings they stated were not fit for purpose.
- Almost half (46%) said they had been forced to close part of their school over the past 12 months because of maintenance issues.
- 88% indicated that funding pressures were preventing them from carrying out essential and routine maintenance.

Opportunities?

- Many councils adopting a local economy focus to their local area (community wealth building)
- The big question of subsidy?
- What framework have elected members set for school support services?
- Carillion! And others.....

What is the USP?

- An established knowledge base and experience
- Extensive building records
- A reputation for public sector integrity, assurance, reputation and political accountability
- A high quality of service and improving customer focus

- Comprehensive and specialist property and construction advice
- The ability to collaborate with adjoining and neighbouring local authorities
- The ability and potential to join up thinking in response to public policy issues

- The ability to offer property services alongside support for learning and teaching, school business management and SEND/safeguarding (a local authority 'one stop shop' service)
- Knowledge that the school is using a service provider who is able to offer assurances on ethical employment standards including in many cases staff employed on a real living wage with access to pensions

National Living Wage and Pensions

- Do we subsidise poor employers?
- Do we pass on costs to the public purse?
- Use local authority governors to argue that case
- The economic footprint of services to schools

Ten step plan

- Strategy
- Political Buy In
- Delivery Models
- Current Service Provision
- Relationships
- Highlight the Positives
- Costs and Risks
- Skills and Capacity
- Develop an extended customer base
- Monitor, Review and Adapt

NEW MUNICIPALISM

Delivering for local people and local economies

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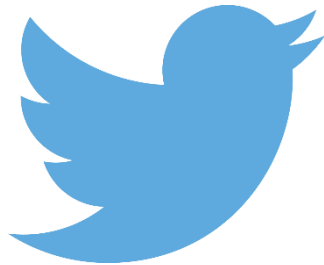


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