

APSE Scotland Commercialisation Survey

Summary of the responses

20 September 2017

Please outline your local authority/department's commercialisation strategy

- **Dumfries and Galloway**

What commercialisation projects/initiatives are currently underway in your authority?

▪ Dumfries and Galloway

- Loreburn Housing Association Property Management and Repairs (a key external service opportunity involving a substantial element of our in-house building and maintenance staff and local SMEs in building trades and gas servicing)
- Trunk Road Maintenance and Repairs (utilising predominately local subcontractors for the delivery of maintenance and winter operations. Maintaining this partnership has allowed the opportunity under Enterprising DG for local contractors to obtain linkages to within a multimillion pound contract)
- Design and Build
- External Vehicle Maintenance Provision

What commercialisation projects/initiatives are currently underway in your authority?

▪ Highland

- Advertising and sponsorship – a trebling of income through expansion of asset base
- Construction of a fees and charging database that enables modelling and benchmarking
- A project focussing on maximising return of current and future renewable projects
- Introduction of charges for Garden Waste Collection
- Increased commercialisation for bereavement services
- Increasing charges for Environmental Health services

Do you have any new projects or initiatives planned for 2018-19?

▪ Dumfries and Galloway

- Property redevelopment
- MOT testing
- expansion of our external facilities management service to external organisations
- Expansion of our events catering

▪ East Lothian

- Ideas Bank (where staff can submit suggestions for income generation/savings, this has proved very popular and is generating new ideas on a weekly basis, many of which will likely be implemented in 2018-19)
- Benchmarking fees and charges across Scotland

Do you have any new projects or initiatives planned for 2018-19?

▪ Fife

- Unable to provide information – a number of initiatives remain politically sensitive and require approval.

▪ Highland

- Some 19 projects have been identified for further work as a result of Council re-design work. They will be progressed with some adopting “Lean Six Sigma” principles to optimise efficiency.