

Commercialisation

The Road to Success



The Aim of Enterprising DG

**Building the local economy by
developing and delivering a range of
high quality, value for money
entrepreneurial services, in partnership
with local small and medium sized
enterprises*.....**

And to Trade Commercially!

(*and not just in D&G)

EnterprisingDG delivers key services for Dumfries and Galloway Council

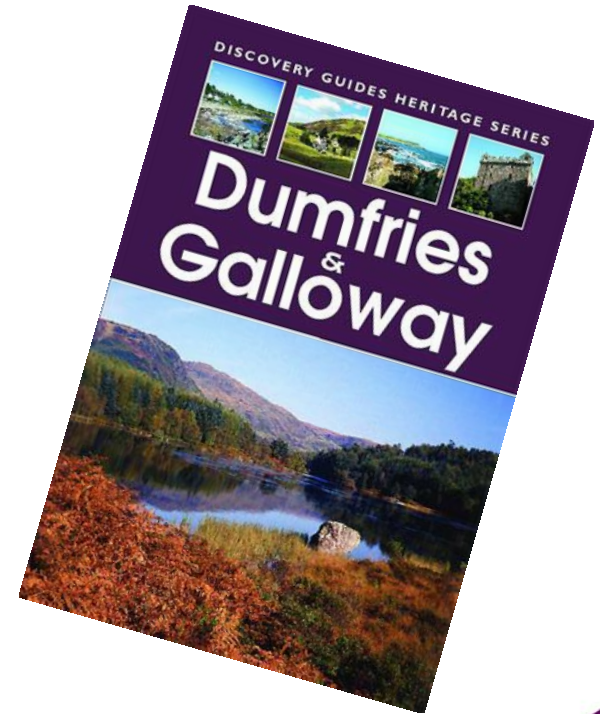
Annual turnover of £42,500,00 +

Business/Service Areas include:

- **Building Cleaning (Offices & Schools and private customers)**
- **Building Maintenance**
- **Building Construction & major Projects**
- **Fleet Servicing and Vehicle & Plant Maintenance**
- **Road Maintenance – Local and Trunk Roads**
- **Radio & Telecommunication Services**
- **Schools, Hospitality and Events Catering**
- **Street Lighting Maintenance**
- **Waste Collection**
- **Commercial Trading Activities**
- **Events**
- **Logistics**
- **And.....??**

The Journey.....so far!

- The Bright Idea
- Period of uncertainty with Service Reviews and Reform
- The Enterprising Service
- A New Agenda
- Income Generation



ENTERPRISING
DG
FIRST

COMMERCIAL PLAN
2016 TO 2021

Enterprising DGFirst

EXECUTIVE SUMMARY

- NATURALLY D&G
- WASTE SERVICES
- BUILDING MAINTENANCE
- VEHICLE MAINTENANCE
- ROADS MAINTENANCE

Dumfries & Galloway COUNCIL

Entrepreneurial Strategy

- Continuing budget challenges
- Continued need for services
- Value for money
- What are we good at
- Think differently to what has gone before
- A creative approach



BACK TO THE
BASICS

Commercial Strategy

Enterprising DG

- **Make best use of our resources**
- **Governance and Procurement**
- **Targeted income and efficiency savings**
- **Partnerships and Alternative Delivery models**
- **Business Innovation**
- **Supporting the Local Economy**
- **Engagement with SME's**

Innovation and Enterprising

- **Dumfries and Galloway is an Innovator.**
- **Enterprising Strategy**
- **Inward and Outward looking**
- **Partnership Working**
- **Commercial Ethos**
- **Turning a Service into a Business**



Turning The Service Into a Business

- The Purpose
- Our People
- Processes
- Our Partnerships
- Performance
- Selling the Reputation



Moving Forward

Enterprising **DG**

- **Using the existing estate**
- **Development opportunities**
- **New Assets to create income**
- **Moving Further Afield**
- **Selling what we have got**



Challenges or Tensions .

Enterprising DG

- ✓ Speed of change or decision making
- ✓ Expectations
- ✓ Trading Envy
- ✓ Risk
- ✓ One Council – the Why



Final thoughts.....

Income generation and innovation
is what makes an entrepreneurial
service.

With Quality and Service you have
an Enterprising Council.

Thank You

~~CANNOT~~
~~UNWILLING~~
~~IMPOSSIBLE~~
~~UNSUCCESSFUL~~

Enterprising DG



And that's what we are doing.....

Ronnie Dempster
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