

Nottingham's Strategy for Commercialisation

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Taking a Commercial Approach in the Public Sector

- Austerity program began in 2011-12 and here for the medium term
- Choice of cutting back services to the point where viability is threatened

Or

- taking a different approach...

Nottingham's Commercial Strategy

- **Commercial potential**
- **Competitive**
- **Customer service**
- **Roles and skills**
- **Diversification**
- **In-sourcing**
- **Invest to save**
- **Legal enablers**
- **Business Planning**

Commercial Potential

Be an early bird

**Park for
£3.90
all day***

At Broadmarsh Car Park

* Park before 9.30am, stay up to midnight, Mon – Fri

www.mynottingham.gov.uk/parking

Nottingham
City Council

Competitive

**FACILITIES
MANAGEMENT
SERVICES**
FOR SCHOOLS AND ACADEMIES



GROUND MAINTENANCE

CATERING

BUILDING CLEANING

WINDOW CLEANING

TREE SERVICES

TRANSPORT AND FLEET SERVICES

BUILDING MAINTENANCE

CARETAKING

PAT TESTING

WASTE COLLECTION AND RECYCLING

ENERGY AND ENVIRONMENTAL SERVICES

PEST CONTROL

Customer service



Roles and Skills



Diversification



In-sourcing

Ring Road improvement scheme



Invest to Save



Legal Enablers

- Charging
- Local markets
- Shared services
- Trading options

Business Plans

- Market analysis
- Service analysis
- Action planning
- Budget setting
- Performance management
- Delivery

Summary

- Easier than the alternative
- Focussed leadership
- Dedicated roles and expertise
- Challenge established practices

Q & A