



Dear Colleague,

APSE Scotland Commercialisation Advisory Group

I am writing to inform you that the first meeting of the Scottish commercialisation advisory group will be held at:- Chatelherault Country Park, Carlisle Road, Ferniegair, Hamilton, ML3 7UE.

Date: Tuesday 17th April 2018

Time:

10.00 Tea/ coffee on arrival

10:30 Advisory group commences

12:15 Buffet lunch

13.00 Meeting ends

Venue: Chatelherault Country Park, Carlisle Road, Ferniegair, Hamilton, ML3 7UE.

Map: [Click here for map & to access directions](#)

The agenda for the meeting is enclosed. The meeting is open and free to elected members and officers from APSE Scotland members.

Please ensure you confirm your attendance either by telephoning Lyndsey Moffat on 01698 459 051; or [click here](#) to book online; by email to Lmoffat@apse.org.uk.

Yours faithfully,

Louise Melville
Principal Advisor
APSE Scotland



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Scotland Commercialisation advisory group

Tuesday 17th April 2018 10.30 to 13.00, Tea/Coffee from 10.00 at Chatelherault Country Park, Carlisle Road, Ferniegair, Hamilton, ML3 7UE.

1. Introduction & Welcome from Chair
2. Attendance & Apologies
3. Minutes of previous meeting (30th January 2018)
4. Matters arising from previous meeting
5. Discussion items
 - How councils feel about cross border working and/or tender partnerships
 - Development of a commercialisation strategy – where are we all on our Scottish Commercialisation journey (i.e. a Commercial Scottish Road Map)
 - What is your unique selling point?
 - What is your marketing strategy to the wider populace?
 - The potential of setting up a Scottish local authority commercialisation map
6. APSE Update
 - National issues
 - Briefings/researchSpeaker: Louise Melville, Principal Advisor, APSE Scotland
7. AOCB
8. Date of next meeting – TBC following the APSE Scotland AGM
9. Lunch