



Dear Colleague,

APSE Scotland Commercialisation Advisory Group

I am writing to inform you that the next meeting of the Scottish commercialisation advisory group will be held as follows:- **Friday 21st February 2020 at the Cadzow Room, Hamilton Town House, 102 Cadzow Street, Hamilton, ML3 6HH.**

Date: Friday 21st February 2020

Time:

10.00 Tea/ coffee on arrival
10:30 Advisory group commences
12:15 Buffet lunch
13.00 Meeting ends

Venue: Cadzow Room, Hamilton Town House, 102 Cadzow Street, Hamilton, ML3 6HH.

The agenda for the meeting is enclosed. Parking information can be found [here](#).

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



Association for Public Service Excellence

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Scotland Commercialisation advisory group

Friday 21st February 2020, 10.30 to 13.00, Tea/Coffee from 10.00 at **Cadzow Room, Hamilton Town House, 102 Cadzow Street, Hamilton, ML3 6HH.**

1. Introduction & Welcome from Chair

2. Attendance & Apologies

3. Matters arising from previous summary of actions (29th November 2019)

4. Discussion on the trading and charging framework in Scotland (continued)

Speaker: Group discussion

5. Future advisory group areas of focus and workplan including:-

- Quick wins
- Long term aims
- Potential of re-visiting a Scottish Local Authority commercialisation map

Speaker: Group Discussion

6. Commercialisation clinic: Ask your peers their views/ approach to issues or queries which are arising within your authority

- Development of a commercialisation strategy – where are we all on our Scottish Commercialisation journey?
- What is your unique selling point?

Speaker: Group discussion

7. APSE Update

- National issues
- Briefings/research
- Update on National Commercialisation group topics/ discussions

Speaker: Louise Melville, Principal Advisor, APSE Scotland

8. AOCB

9. Date of next meeting – 1st May 2020, venue to be confirmed

10. Lunch