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Bringing a commercial perspective to our Facilities Management Services

- **The need to become more commercial**
- **Turning our services into a business**
- **Where do we see potential opportunities?**

Commercialism

What does it really mean?

- **Emphasis on the maximising of profit**
- **The activities or attitudes of people who think that making a profit is more important than anything else**
- **The practices, methods, aims, and spirit of commerce or business**
- **An attitude that emphasises tangible profit or success**
- **The attitude or actions of people who are influenced too strongly by the desire to earn money**

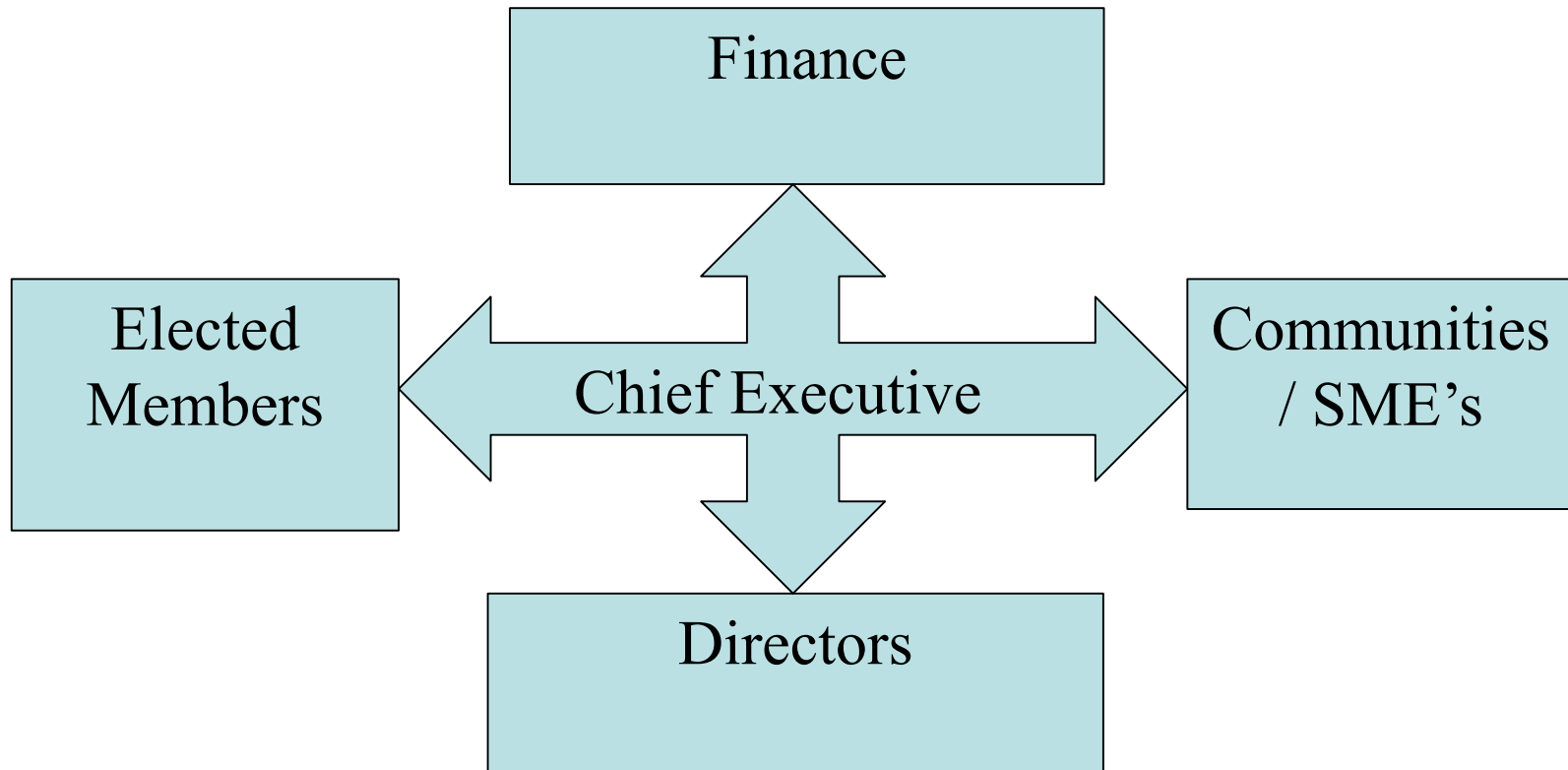
Enterprising DG Vision

“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”

Commercial Development Plan Principles

- To generate a surplus, to be available for re-investment in the service or to support other priority front-line services;
- To maximise the utilisation of the workforce and other assets;
- To develop the skills of our workforce to enrich their jobs and allow us access to new markets;
- To develop a market that currently does not contribute to the economy of our Region; and
- To maintain and build our SME community, through Enterprising DG leadership.

What/Who is the Priority?



The need to become more commercial

*Budget
Cuts*

**Front Line
Service
Survival**

**Generate
a
PROFIT**

**Management
Survival**

**Build the
Local
Economy**

Turning our Services into a business

- **Establishing FM into a commercial group**
- **Let go of non commercial functions**
- **Establish a team of key staff**
- **Economies of scale**
- **Challenge the Establishment**
- **Diversifying**
 - **Establish a group of services**
 - **Mobile Cleaning Teams**
 - **Provenance Chef**
 - **Look across your council for opportunities**

Look for Opportunities

- **Catering**
- **Cleaning**
- **Portable appliance testing**
- **Window cleaning**
- **Bus shelter cleaning**
- **Bus cleaning**
- **Fire extinguisher maintenance**
- **Water cooler maintenance**
- **Confidential waste service**
- **Caravan sites**
- **Etc.**

Winning Contracts

- **Saturate your internal business**
- **Look at local small business opportunities**
- **Grow into larger contracts**
- **Expand the services offered**
- **Venture further afield**
- **Work collaboratively with other local authorities**

Never forget

