



Income generation main issues

Andy Mudd APSE Solutions

Income generation: key issues:

Cultural



Key Busi	...But are we more like this?
<ul style="list-style-type: none">• Innovative• Agile• Customer focussed• Market wide• Collaborative	<ul style="list-style-type: none">• Permissions/rules driven• Bureaucratic• Inward focus• Geographical constraint• Silo working

Data and income generation



- The competitive edge
 - Inputs
 - Value chain
 - Outputs
 - Achieving business objectives
 - Outcomes
 - Linking business objectives to social policy



Consultancy

Andy Mudd, Head of Solutions, APSE

Email: AMudd@apse.org.uk

Interim management requirements

Roads & Highways, Building Maintenance, Bereavement Services, Environmental, Parks & Open Spaces, Waste, Facilities & Leisure etc.

Emma Taylor, Client Coordination Officer, APSE

Email: etaylor@apse.org.uk

Association for Public Service Excellence
2nd floor Washbrook House, Lancastrian Office
Centre, Talbot Road, Old Trafford, Manchester M32
0FP.

telephone: 0161 772 1810

fax: 0161 772 1811

web: www.apse.org.uk



INVESTOR IN PEOPLE



GB 11409

GB 11132

GB 14074

www.apse.org.uk