

APSE Annual Seminar 2015

Nottingham's Approach to a Commercial Strategy in Front Line Services

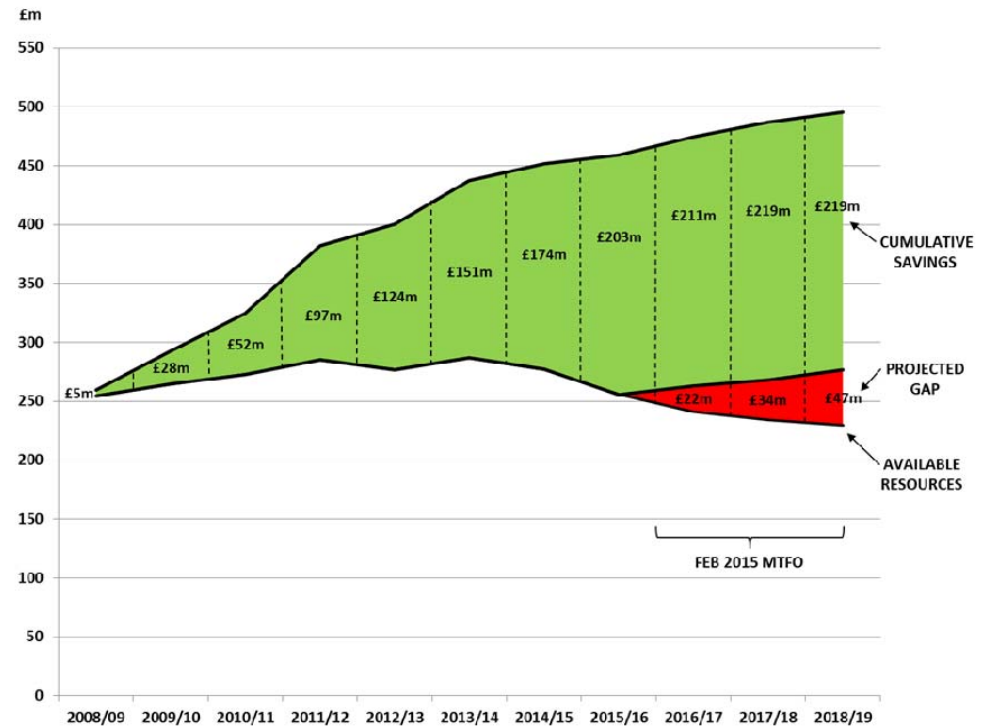
Andy Vaughan
Strategic Director
[@AndyVaughan10](#)



So what's the Interview Question

“How do we sustain quality public services that our citizens value and appreciate in the face of unprecedented budget cuts and the disproportionate financial impact upon cities?”

The Challenge



Commercialism ~ part of the solution



Ingredients for Success



People & Leadership



Business Management

COMMERCIAL &
NEIGHBOURHOOD
SERVICES

BUSINESS PLAN 2015/16



Director: Andy Vaughan
Date: February 2015



Nottingham
City Council

Organisational Challenges



Case Studies ~ Traditional Services



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- BUILDING MAINTENANCE
- CARETAKING
- PAT TESTING
- WASTE COLLECTION AND RECYCLING
- ENERGY AND ENVIRONMENTAL SERVICES
- PEST CONTROL



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Case Studies - Diversification and Ambition

RobinHoodenergy



Nottingham
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Where next for Nottingham?



Nottingham Post

66p TUESDAY MARCH 17, 2015 nottinghampost.com

Reds may gamble on striker



Back page and /sport

250 jobs at new hospital



Page 4 and /news

Give us the power, Mr Osborne!

Devolution deal could create £1bn bank and 55,000 jobs



By Richard Baker
nottinghampost.com

NOTTINGHAMSHIRE'S political leaders will today press the Government to unlock a financial deal which could transform the local economy. It's claimed the proposal could also deliver 55,000 new jobs across the two counties and lead to the construction of 77,000 affordable homes.

A delegation of councillors was due to open talks with the government about the deal today, meeting Cllr Malcolm Greg Clark. Such a deal would also need to secure the approval of Chancellor George Osborne, though it is not known if it would be mentioned in Wednesday's Budget statement.

Speaking ahead of today's meeting, Nottingham City Council leader Jon Collins said the deal would put Nottinghamshire and Derbyshire on a par with cities like Manchester and Leeds - the so-called Northern Powerhouse.

"This level of ambition shows that the region is pushing to be seen alongside the likes of Manchester, Sheffield and Leeds as a regional powerhouse."

Continues Page 2

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