



Combined Forestry Services Project

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Solihull MBC**

What are Forestry Services?

Small Service - High Value

Value

- Environmental
- Economic
- Health and Wellbeing
- Integral part of our communities



Why a Combined Service? Background to the Project

Why a Combined Service– The Facts!



Synergies



- Solihull MBC previous contract ended 31st March 2016.

- Drive for further cashable savings.

- Acknowledging that a greater economy of scale is needed to deliver further savings.

- Appetite for cross boundary working.



- Coventry CC previous contract ended 31st March 2016.

- Drive for further cashable savings.

- Acknowledging that a greater economy of scale is needed to deliver further savings.

- Appetite for cross boundary working.

Why a Combined Service - The Reality!

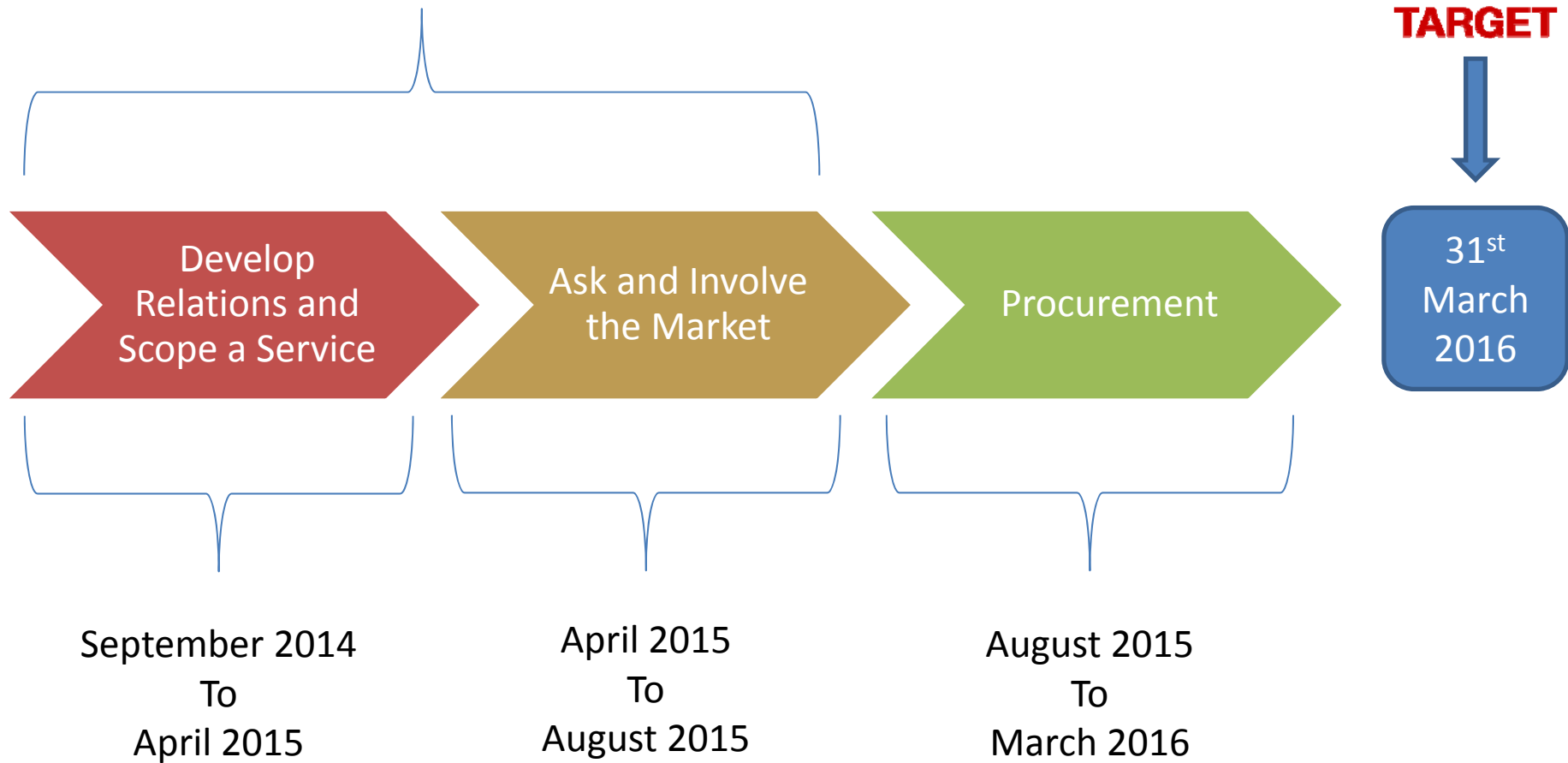
Spot the difference??



Authority boundaries are not relevant.

The Journey...

High value and importance!





Develop
Relations and
Scope a Service

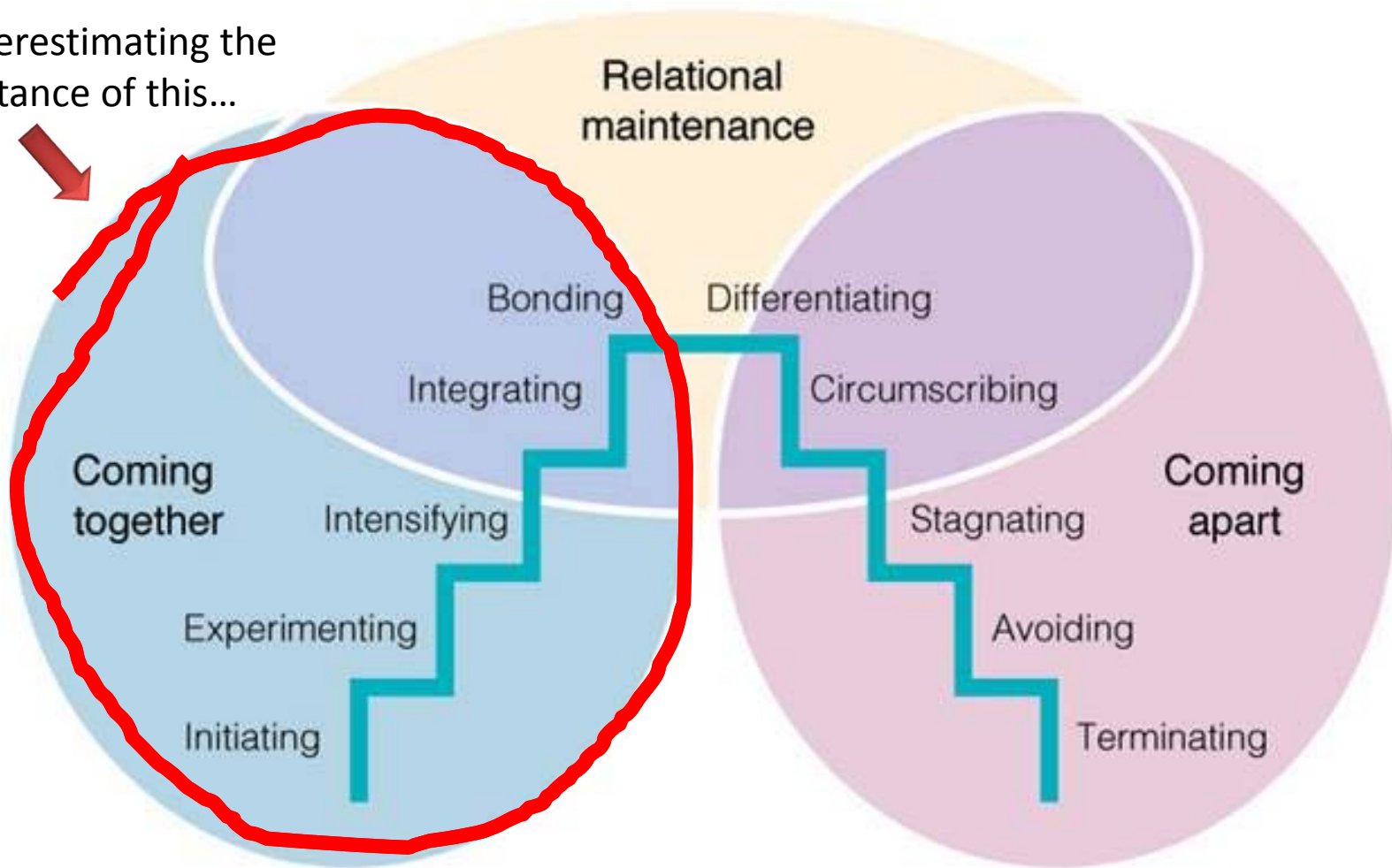
When you have that first dialog with two separate authority teams about a combined service...

initial response?



Culture and relationship...

Not underestimating the importance of this...



Relationship Work Undertaken...



Ask and Involve the Market

- Pre procurement market testing events held with market leaders.
- Understanding what an attractive package could look like.
- How to gain the maximum interest.
- What would provide the most value.
- Understanding the market appetite for a combined service.



Procurement

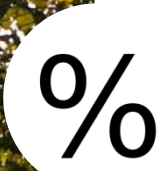
- Two processes in tandem.
- However, we agreed a single lead Officer from SMBC.
- Two formal approval requirements.
- Mindful that there is more risk, more at stake, therefore greater responsibility.
- Required more flexibility, trust and communication.



The Outcome...



20 year (5+5+5+5) combined contract.



26% reduction in service cost for both authorities.



£100k saving for Coventry CC



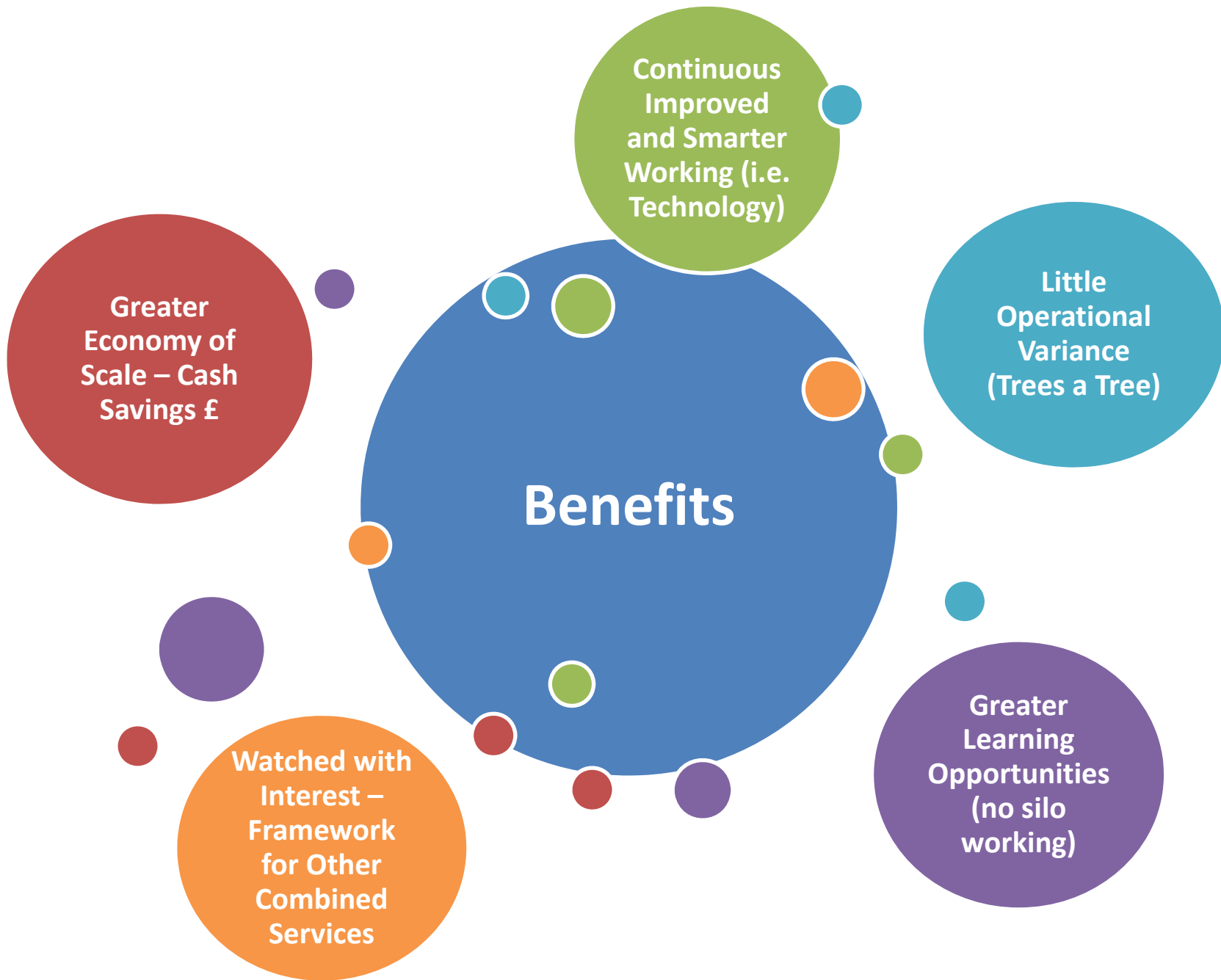
£100k saving for Solihull MBC

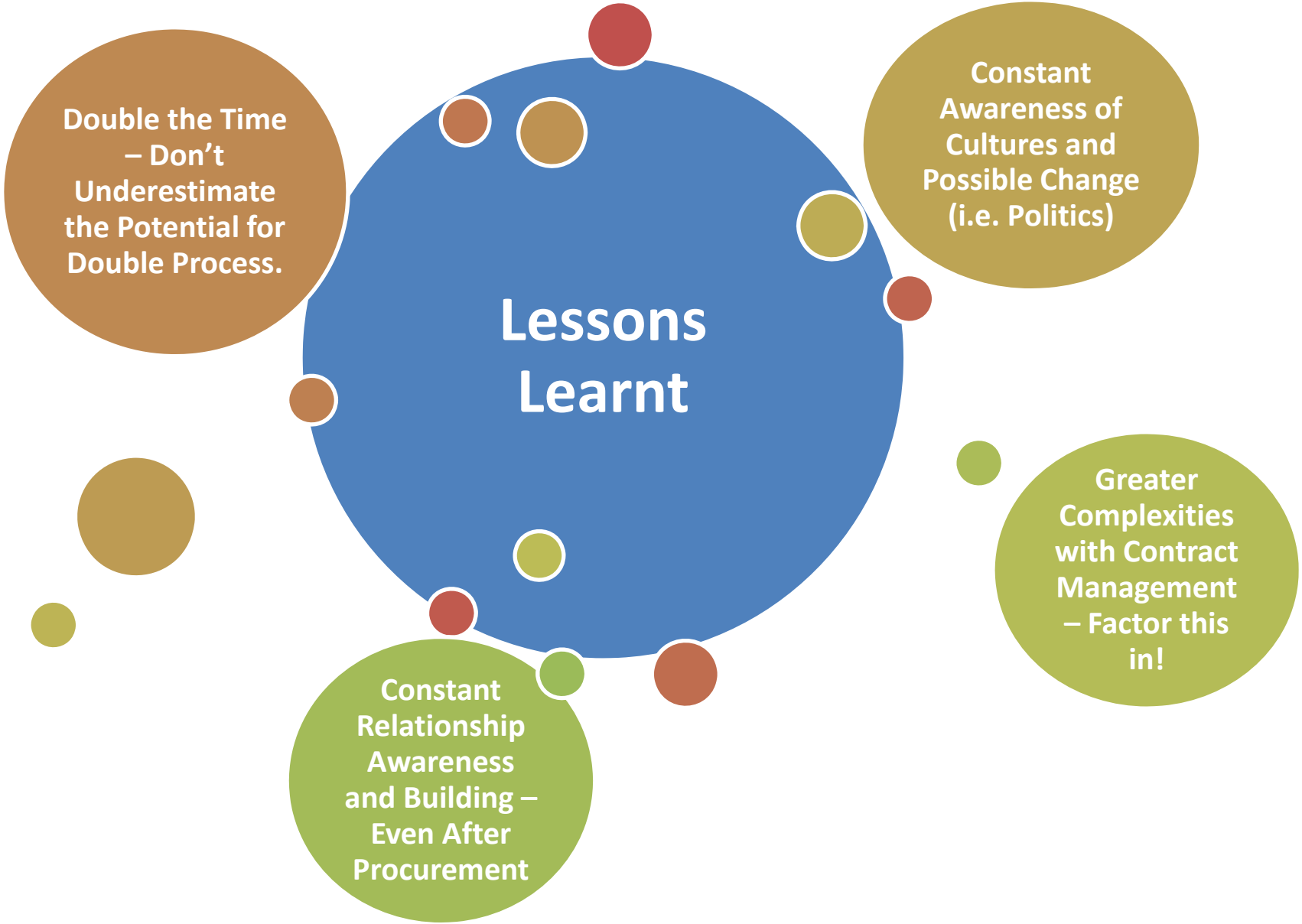


Greater synergies and partnership working across both organisations.

Challenges, Benefits and Lessons Learnt...







The service so far...

The service so far...



Savings successfully delivered.

Yr1

Positive contract mobilisation and year 1 delivery.



Overall service standards are high.



Further synergies made around shared technology, quality assurance and operational practice

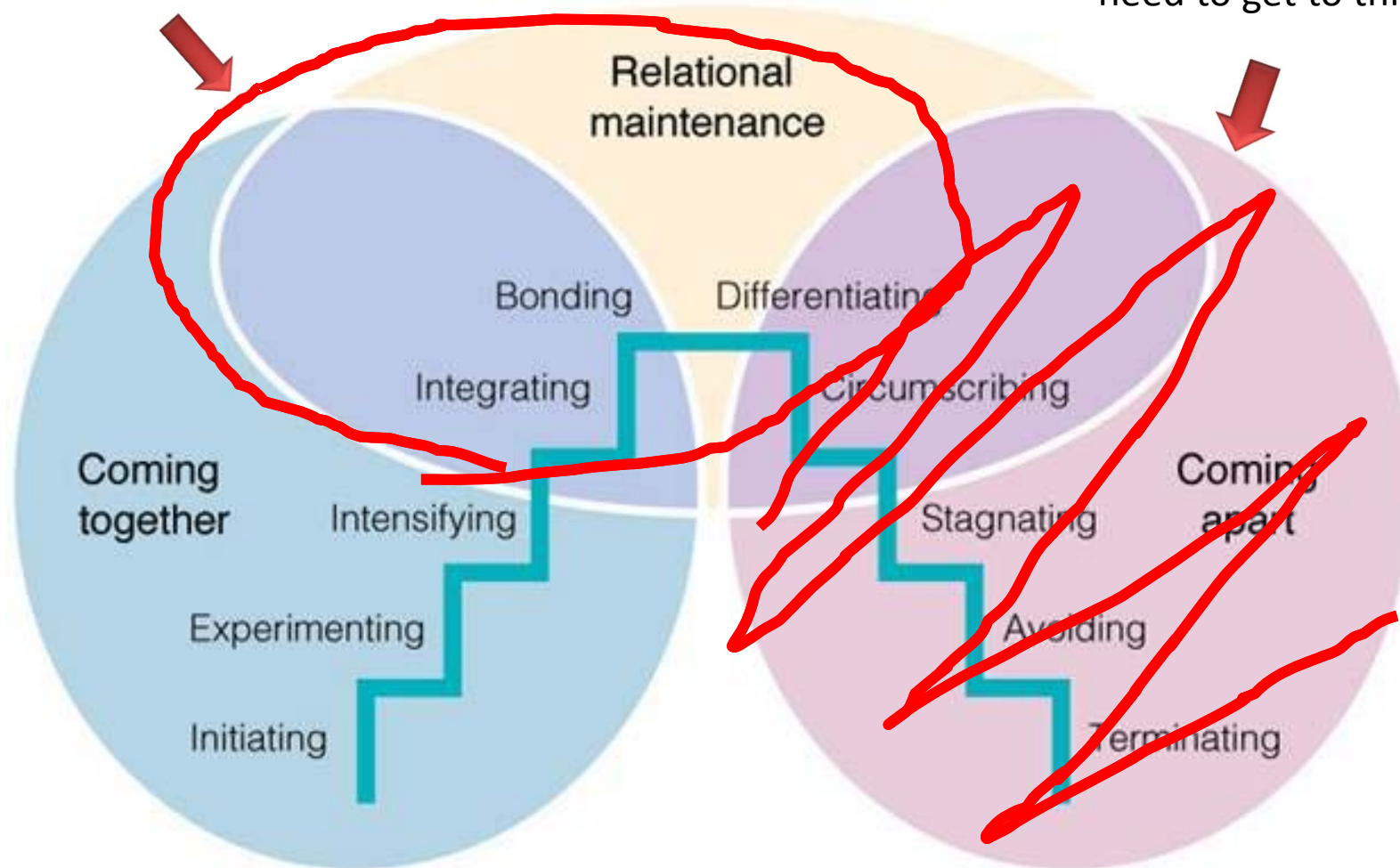


Currently developing a joint CCC / SMBC Forestry Services Strategy.

Relationship and Culture Remains a High Priority...

Very aware of the importance of this...

Ensuring we don't ever need to get to this...



The Future...

- Opportunities for growth – Contract built with the ability to add other regional authorities.
- Opportunities for further combined working, particularly once the new combined Forestry Services Strategy is in place.
- Further development around relationships and culture. Shaping teams, so that we share premises, resources and work closely across boundaries.
- Opportunity to release further savings through new initiatives such as the introduction of private work with possible profit share.
- Further opportunities around shared technology and growing new tree stock for future replanting.



Thank You and Questions?