



Ronnie Dempster
Head of EnterprisingDG



COMMERCIALISATION AND BEYOND OR.....

WHAT NEXT FOR DUMFRIES AND GALLOWAY?



**Dumfries &
Galloway**
Covering some
2500 square miles

THE AIM OF ENTERPRISING DG

**To manage and deliver
a diverse range of services which
maintain the
physical environment and
community infrastructure of
Dumfries and Galloway***

And to Trade Commercially!

(*and not just in D&G)

ENTERPRISING DG

- **Enterprising Services delivers key services for Dumfries and Galloway Council**
- **Annual turnover of £49,715,062 (70:30 internal/private)**
- **Business/Service Areas include:**

Building Cleaning (Offices & Schools and private customers)

Building Maintenance

Building Construction & major Projects

Vehicle & Plant Maintenance

Road Maintenance – Local and Trunk Roads

Radio & Telecommunication Services

Schools, Hospitality and Events Catering

Street Lighting Maintenance

Waste Collection

Commercial Trading Activities

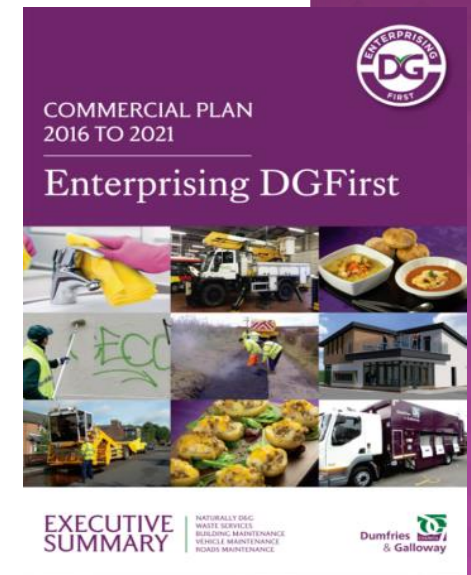
Events

Logistics

And.....??

REFLECTIVE REVIEW - REPORT CARD

- June 2016 - Commercial Plan Adopted
- Enterprising Sub Committee
- Management Restructured
- Budget and Savings Challenges
- ERVS
- Our New Brand
- Business as usual or is it “Adapting for success”
- We have made a difference
- Is it all working.....



BUSINESS CONCEPT

- ◉ Commercial Plan.
- ◉ The deliver high quality services and improvements to meet the needs of our clients and community.
- ◉ There has not been a community in Dumfries and Galloway that has not been positively impacted by our work, be it by keeping the roads open in winter, repairing roads and pavements, fixing street lamps, maintaining buses and pool cars, providing school meals or cleaning numerous public and maintaining housing association buildings or private homes across D&G.
- ◉ Enterprising DG exists to provide services on behalf of Dumfries and Galloway Council. In our time as, EDG has effectively and efficiently delivered all services required, while returning above the planned financial outturn of the CDP.

OPPORTUNITIES

- Turnover has increased
- New Business Opportunities
 - Taxi testing and Mot Testing
 - Caravan Parks
 - Print Unit
 - Private Sector Cleaning Contracts
 - Design and Build contracts
 - Utility contracts
 - Gas Boiler Service
 - Trusted Trader
 - Building House Extensions
 - Fitting Wet Rooms
 - Wedding Services
 - Function Catering
 - Private Sector Fleet Servicing

OPPORTUNITIES

- The success of Enterprising DG is very much due to the work team and employees buying into to the concept and understanding of commercialisation.
- We are continually looking for opportunities to improve as an organisation, for example by seeking the views of our employees and recognising what they do in delivering efficient, cost effective services to the public.

SO.....

- What else can we consider develop and grow ???
- Why change our commercial view point

Commercialism and Beyond.....!!!



COMMERCIALISM AND BEYOND

- ◉ Current CDP predicated with a view of securing external business from various areas including Business to Customer
- ◉ Refocussing of our Commercial Plan
- ◉ Business to Business (B2B) model
- ◉ New CDP promoting our skills and vision and encompasses our services as a one stop shop under a new focused marketing strategy of a total facilities management model

COMMERCIALISM AND BEYOND



Total Facilities Management (TFM)

Delivering a flexible model that is affordable and cost effective

AND FINALLY.....



“The **important** thing is
that we **stick together!**”



Buzz Lightyear

Goalcast

HAPPY TO TAKE QUESTIONS OR FEEL FREE TO CONTACT ME

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Find us on 

EnterprisingDG launched its own facebook page at the end of January 2018.

To access it; log on; search button at the top of the page, enter Enterprising DG-Dumfries & Galloway Council, enter. facebook page should appear. We would encourage you to "Like" our page to keep up to date with all our news and information.

