



Commercial
Services Group

A Commercial Approach to Deliver Social Value & Community Wealth Building

Caroline Wheller, Commercial Development Manager
Commercial Services Group





**Commercial
Services Group**

Strategic Purpose



Service Provision

Providing multiple services to the public sector.

Market Regulation

Transparent and controlled pricing and compliance.



Local Economies

c1,800 staff employed plus +12,000 supply chain partners.

Local Communities

Socially valuable and sustainable front-line services.



Revenue Generation

£67m Public Sector dividends contributed to date.

Enterprise Value

Building a high-value asset for the Public Sector.



Customer Experience



Social & Sustainable Value



Commercial Growth



Empowered Workforce

How can we make a difference



Supply Chain

Frameworks



Our People

Our Resources

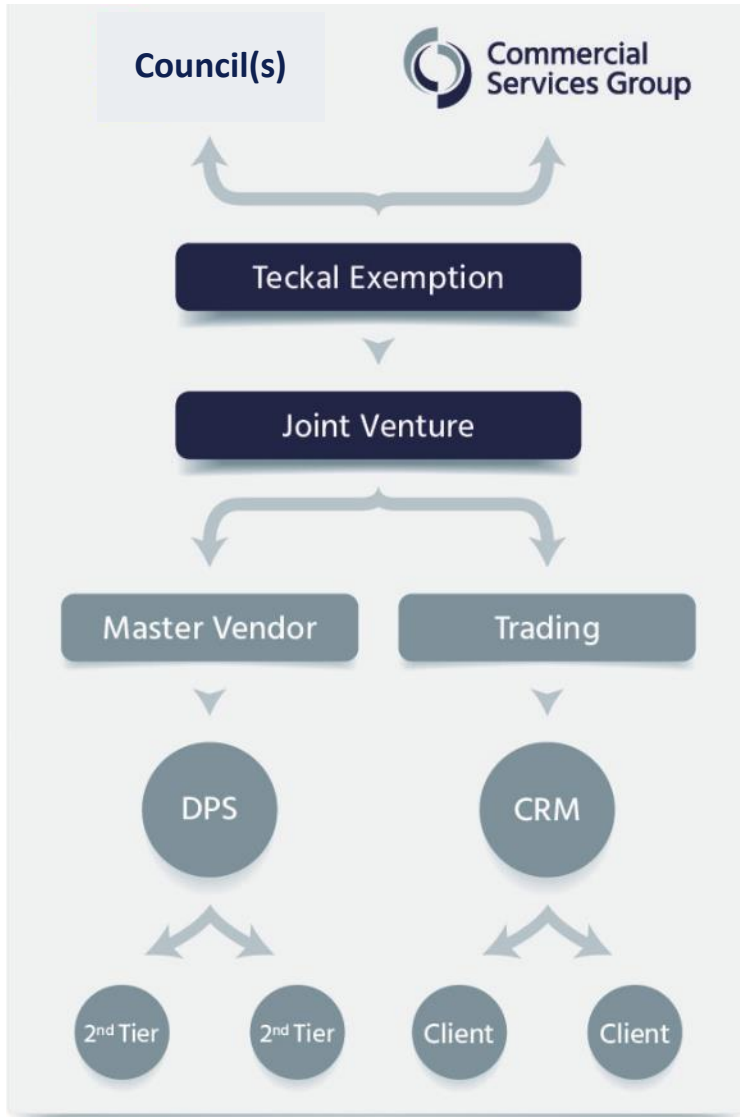


Partnerships

**Commercial
Approach.**

Case Study

A Commercial Approach to Community Wealth Building



- ✓ Teckal compliance
- ✓ Core service
- ✓ Direct sourcing
- ✓ DPS & supply chain
- ✓ Support services
- ✓ External trading

“Connect2Hampshire today is a successful business, it is firmly embedded within our day-to-day operating model, it is our go-to agency for our temporary workforce. I would say throughout the entire process, considering it was still quite a new venture, Connect2Hampshire has really stepped up to help us to support some really vulnerable services actually, so our care services, our social work teams throughout what has been a really difficult few years.”

Steph Randall – Deputy Director People and Organisation, Hampshire Council

2008



Hampshire
County Council

Luton



Dorset
Council



2024

Together with our partners we:

- Return **£3m+** back into the public purse each year
- Created over 100 new local jobs
- Engaged over 8,000 residents in work
- Helped 66 local SMEs to grow

Delivering Local Savings

Existing Model



Joint Venture

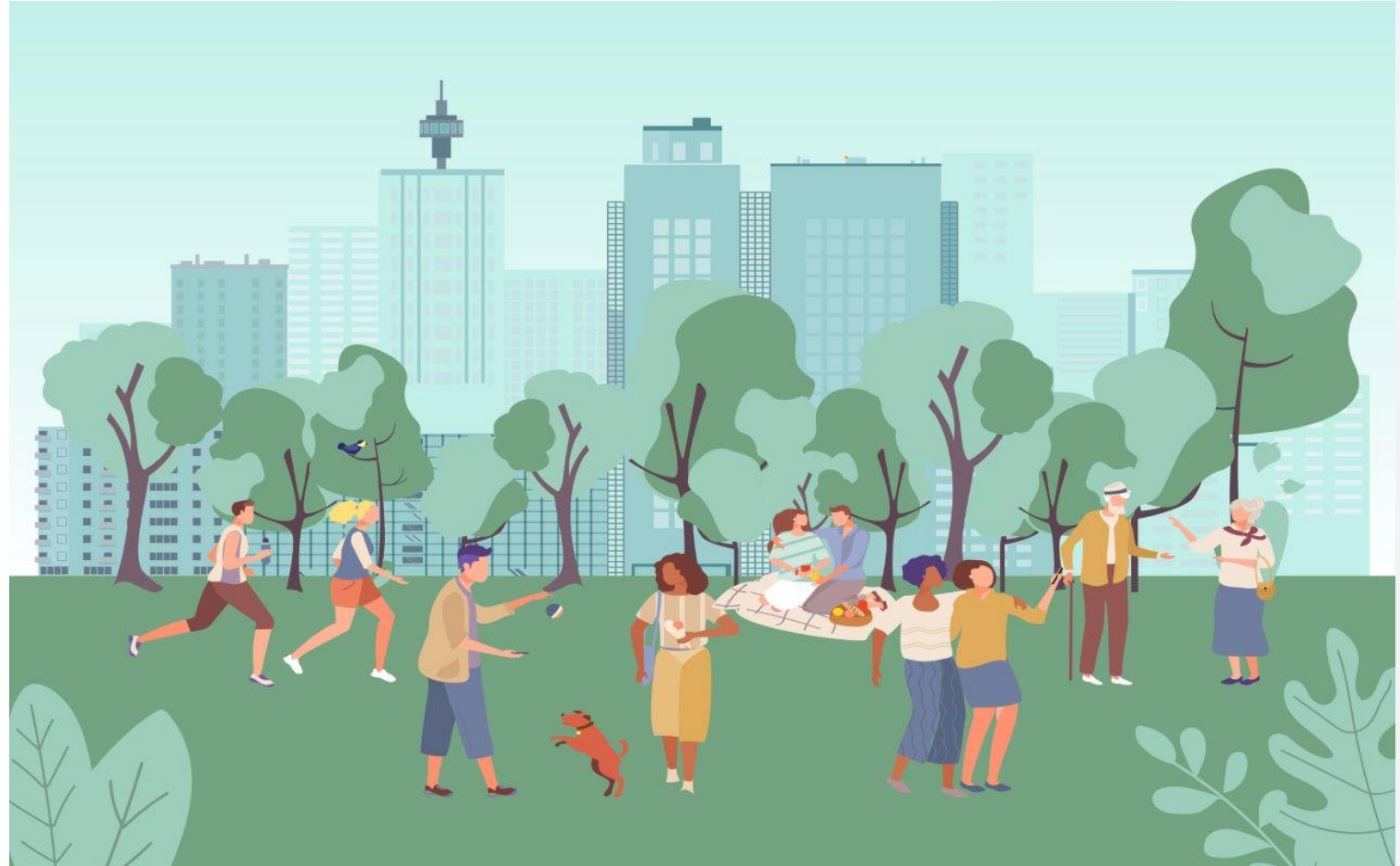


Through the creation of a surplus, the JV provides a dividend payment to the shareholder parties.

Partner Council

Community Benefits

- ✓ Creation of Local Jobs
- ✓ Local SMEs
- ✓ Local Economy
- ✓ Community Engagement & Prioritisation
- ✓ 3rd Sector Engagement
- ✓ Terms & Conditions



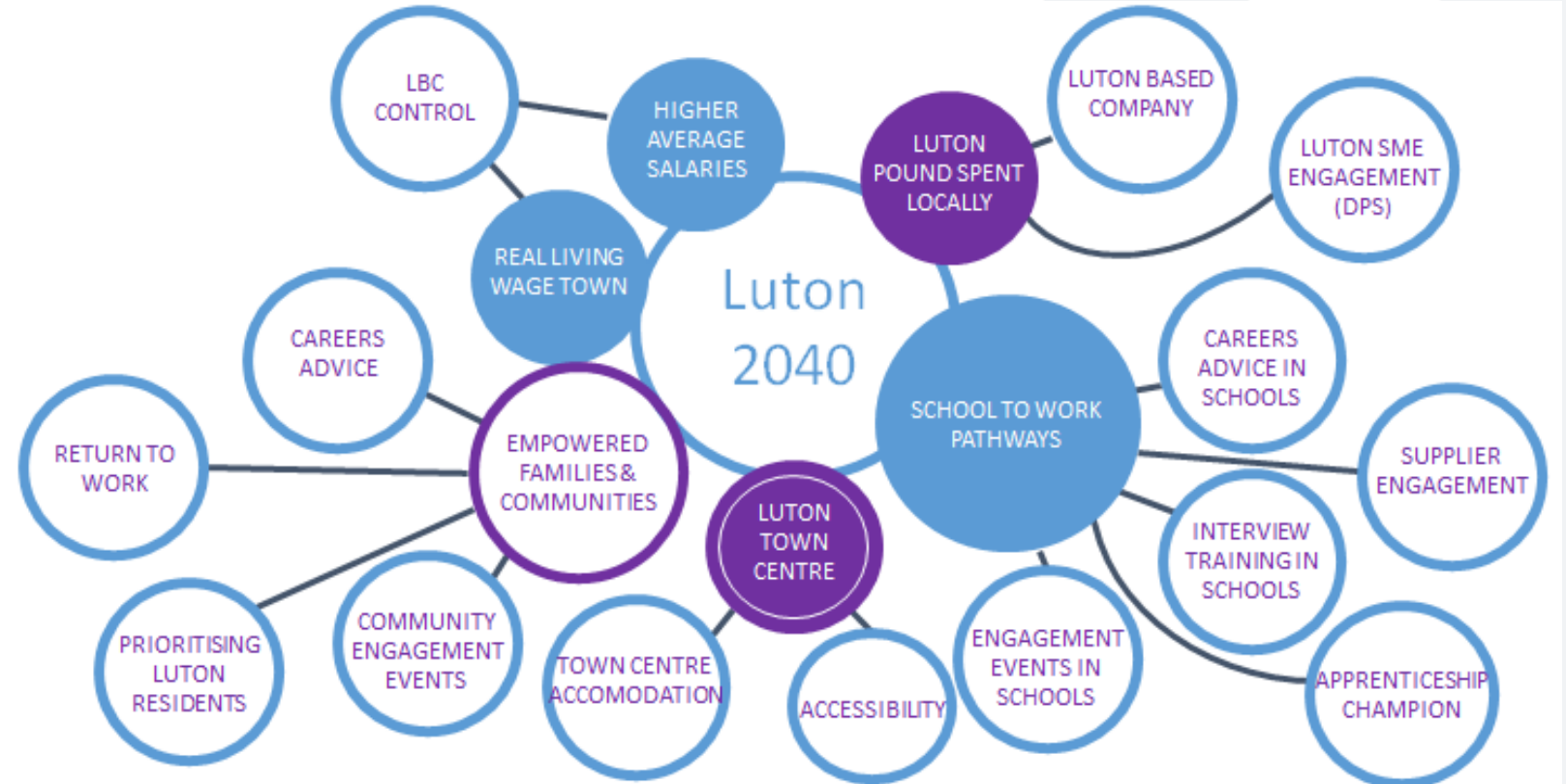
Community Delivery

- ✓ Covid 19 Response
- ✓ Ukrainian Reception Centre
- ✓ UASC



Community Benefits

- ✓ Embedded in Local Communities
- ✓ 3rd Sector Engagement
- ✓ Care Leavers
- ✓ Prioritising Local Residents
- ✓ Delivering reinvestment



WINNER **Connect2Luton**

Best Partnership/Collaboration and GOLD Award **Luton**

The Excellence in People Management Awards 2023

(Note: The PPMA logo is also present on the left side of this banner.)

Thank you

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