



*We're
doomed,*

all of us,

DOOMED

Opportunity Knocks !!



Take a *Close Look*



Ideas ?



Quick Win Projects £££

Concept-

- The idea is that the projects can be initiated and delivered quickly- **within 6 months**, realising immediately available financial opportunities with potential for longer term income.

Responsibility for delivery and project ownership would lie with the **idea originator**, with support from their line-manager and Entrepreneurial.

- An option would be to initially pilot within Entrepreneurial Work stream PM's areas of work, refine & potentially roll out to all Services...? CAN involvement?
- These projects could act not only as a **commercialisation and culture change enabler exercise, but importantly also as a safety net** in respect of any CotF projects which may not deliver their projected savings.

Focus on-

- **Ideas/Concepts- identify** via; standard item on Team Meeting agendas, suggestion boxes, electronic intranet portal/dropbox? or any other method.....

In-sourcing- identifying currently outsourced services where we have internal skills & capability to deliver

- **Accurately establishing current capacity** is essential.

Out-sourcing- selling our services.

- Identifying new service opportunities- **nothing out with scope.**
- Again, **accurately establishing current capacity** is essential.

Key sales pitch to staff-

Q- Why should I bother/want to do this?

A-Generating savings and income is our opportunity as staff to help shape our own future.

- We not only help meet our budget savings targets, but also use any additional income to support our Council's on-going development.
- **Generating new, sustainable income streams** will play a significant role in **helping to secure our jobs and deliver better services for our communities.**
- **Collectively we have the ideas, knowledge and skills**, to generate significant savings, and income from our own skills and abilities supported by modern technologies.

Idea Capture

Quick Win £££

Income Generation IDEAS



Idea Capture/Assessment Process

Team	Project Manager & Delivery Team	Financial Resource Requirement?	Additional Staff Resource Requirement?	Cross- Team/Service Interaction- Who?	Estimated Delivery Timescale?	Benefits e.g. Service /Corporate Integration?	Legal Advice	Procurement Advice	Risk	Potential Annual Income £,000			Evaluation	Implementation Target
Description	Describe	Y/N - Quantify	Y/N - Quantify	Y/N - Describe	Quantify	Describe/Quantify			Quantify	Estimate			Proceed- Y/N + Reason/s	Met Y/N + Reason/s
										Year 1	Year 2	Year 3		
Supply Pre-planned Cont. Land services to * Council		N	Overtime possibility for CL team (to be paid from income)	* Council	1-3 months	Widen team's geographical and technical experience and promotes commercialisation of services with potential productivity benefits.	Required	Required	Risk - Medium Mitigation-PI assessment required to verify cover for Professional services	10	20	20		1-3 months
Land Packaging Scheme-mitigating developer risk/increase land sale price. Option - Council develops land e.g. social housing.		Y	Y	Planning / Asset Management	1 Year	Develops teams's technical experience and commercialisation of services with potential productivity benefits. Raises positive profile of CL Team in internal income generation rather than barrier to development.	Required	Required	Risk - Medium Mitigation - Assess Conflict of interest. Complex interactions required with other teams may need Project Lead.	0	Unknown	Unknown		1 Year
Charge for EIRs		N	N	Consultation with other Local Authorities	Before next fees update Sept or April?	Cost recovery, possible reduced demand for unnecessary EIRs	Required	Not required	Risk - Low Mitigation - None Required.	0	3	3		6 months
Reassign Air Quality monitoring Budget for Diffusion tubes		N	N	Consultation with Scottish Government	Before next fees update Sept or April?	Cost recovery	Not required	Not required	Risk - Low Mitigation - None Required.	7	15	15		Yes - year 1 complete
Supply Council Services- Occ. Health Noise Assessments @ reduced commercial rates		Y- £3,500	N	Council H&S Team	3 months Feasibility	Develops Officers technical experience	Required	Required	Risk- Medium Mitigation - PI assessment required to verify cover for Professional services.	0	6	6		6 months
Offer Building Acoustics Testing service		Y- £2,000 est (training)	N	B&K (Equipment provider	6 -12 months	Develops Officers technical experience	Required	Required	Risk- Medium Mitigation - PI assessment required to verify cover for Professional services.	0	2.5	5		12 months
									Totals	17	46.5	49		

Assessment → Initiation

Team	Project Manager & Delivery Team	Financial Resource Requirement?	Additional Staff Resource Requirement?	Cross- Team/Service Interaction- Who?	Estimated Delivery Timescale?	Benefits e.g. Service /Corporate Integration?	Legal Advice	Procurement Advice	Risk	Potential Annual Income £,000			Evaluation	Implementation Target
Description	Describe	Y/N - Quantify	Y/N - Quantify	Y/N - Describe	Quantify	Describe/Quantify			Quantify	Estimate			Proceed- Y/N + Reason/s	Met Y/N+ Reason/s
										Year 1	Year 2	Year 3		
Supply pre-planned Trading Standards Services inc. Petroleum to * Council		Officer time/cost of mileage/pool cars. Resources to provide extra staff if the project becomes long term.	None initially. If we aim to supply a weights and measures service only, we have the staff and equipment to do this in the short term. Filling the existing empty post of enforcement officer (Tobacco) and widening the scope to include general enforcement would be required in the longer term and would tie in with the Council's resilience planning strategy. Alternatively employing a TSO on a part time temporary basis may be considered.	N	1-3 months A proposal should be made to both Stirling and Clackmannanshire Council's as early as possible to establish whether or not the supply of weights and measure services is something they would be contemplate. Current staff complement in Stirling is 1 TSO, 1 Senior TSO and 1.4 Consumer advisers. There is another TSO leading the animal health team. There are currently 2 vacant TSO posts and the senior TSO will leave at the end of July.	Provision of income	Required	Required	Risk - Medium Competing priorities may impact on staff resources and compromise the provision of the TS service in Falkirk - especially if the TS team is not at full compliment. Confusion of line management leading to inconsistency and uncertainty for staff. Mitigation- Line management should be retained by Falkirk TS.	circa £35/hr				3 months
Supply pre-planned Weights & Measures calibration services to *		We already possess the necessary equipment but need disinfectant or anti-bacterial supplies to prevent cross contamination.	None if we are at full compiment. The calibration service would consist of an annual check for each piece of equipment	N	3 months Unknown at present. We will have to register for the procurement process for the * and make a bid to calibrate their machines. Unknown whether this is on an annual basis or longer.	Provision of income, partnership working with the *	Required	Required	Risk - Medium Cross contamination within * premises. Mitigation- * infection Control procdured to be followed.	circa £62/hr				3 months
Re-charge OPSS for Port Health Container Inspections		There appears to be funding available in order that we can recharge OPSS for work carried out at he border.	It's unknown at this time how many inspections will be carried out and how much officer time will be involved in both the inspection and follow up investigatory work. It may be required that we retain a part time enforcement officer to assist with border enforcement.	HMRC and the SPOC team at OPSS	3 months Discussions are ongoing at the port re labour to unload containers and space available to do this.	Market surveillance is a statutory duty and preventing unsafe products from coming onto the market place will make for safer communities.	Required	Not required	Risk- Low Physical risk to officers during inspection of goods. Competing priorities from inland and border work may impact on service delivery. Mitigation- None Required	circa £35/hr				3 months
Buy with Confidence Scheme- Ensure Council only uses Registered Businesses		Resources to promote membership of the scheme may be required.	None	Unknown, there is already service interaction with the private sector team. They will only recommend BWC members for disability adaption.	3-6 months We currently provide a BWC scheme. Timescale for ensuring this is adopted across FC is unknown	Providing access to vetted traders will provide safer communities, supporting the vulnerable and empowering and enabling people to be self reliant.	Required	Required	Risk- Low Without full council support, the scheme will not attract members, and will not generate income. Mitigation- Promote service throughout Council activities.	£375-member fee S/M Firm £542-L Firm				6 months
Charge for EIRs/Requests for redundant petroleum tank information		N	N	Consultation with other Local Authorities	Before next fees update Sept or April?	Cost recovery, possible reduces demand for unnecessary EIRs	Required	Not required	Risk- Low Mitigation- None Required.	0	circa £50 per request			6 months
Totals										TBC				

Capability, Capacity & Delivery

Skills- audit

Capacity = time = RPA = capacity to dev.QWs

Quick Win projects =

- sustainable income streams
- staff satisfaction
- development of commercial mindset
- sustainable service delivery & happier communities
- buffer against future financial shocks