



Dear colleague,

APSE (Southern Region) Commercialisation, Income Generation & Trading Network Online Meeting - – Thursday 19 October 2023 (Online)

I am writing to inform you that the next **online** meeting of the APSE (Southern Region) Commercialisation, Income Generation & Trading Network online meeting will be held as follows:

Date:	Thursday 19 October 2023
10:30	Welcome and Introduction from Chair: Cllr Jacqui Burnett, Elected Member, Luton Borough Council.
10:35	APSE Update – Shami Scholes, Research & Business Support Officer, APSE Southern Region
10:40	Generating excellent income: Bringing the small business relationship model to the doors of large businesses - Steve Debruin, Head of Client and Business Services, Bath and North East Somerset Council
11:05	Group Discussion: Working collectively on the development of a business/commercial acumen assessment tool/framework: Led by: Melanie Graham, Group Manager - Operations Manager for Business, Performance & Service Improvement, Oxfordshire County Council
12:00	Close

The advisory group is free for APSE member bodies and open to all elected members and officers.

To book online please [click here](#).

The meeting will be held online (via Microsoft Teams) and joining instructions will follow in due course. Any PowerPoint slides and link to research will be made available to participants after the event.

I look forward to welcoming you to this online meeting on Thursday 19 October 2023.

Yours faithfully



Abi Ademiluyi
Principal Advisor
Association for Public Service Excellence

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1. *Introduction and welcome from the Chair*

Speaker: Cllr Jacqui Burnett, Elected Member, Luton Borough Council.

2. **APSE Update:** Update on APSE Southern Region activities

Speaker: Shami Scholes, Research & Business Support Officer, APSE Southern Region

3. **Generating excellent income: Bringing the small business relationship model to the doors of large businesses**

- Securing Income generation and reinvestment into the public sector.
- Reinvesting surpluses back into public services.
- Solidifying better long-term relationships and enabling growth the service.

Speaker: Steve Debruin, Head of Client and Business Services, Bath and North East Somerset Council

4. **Group Discussion: Working collectively on the development of a business/commercial acumen assessment tool/framework.**

- What might a framework look like?
- How would you work up clear standards or competencies for each level?
- How to test the framework/ test proof of concept?
- What would it take for organisations to use the tool and begin to learn from each other?

Led by: Melanie Graham, Operations Manager for Business, Performance & Service Improvement, Oxfordshire County Council.

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