

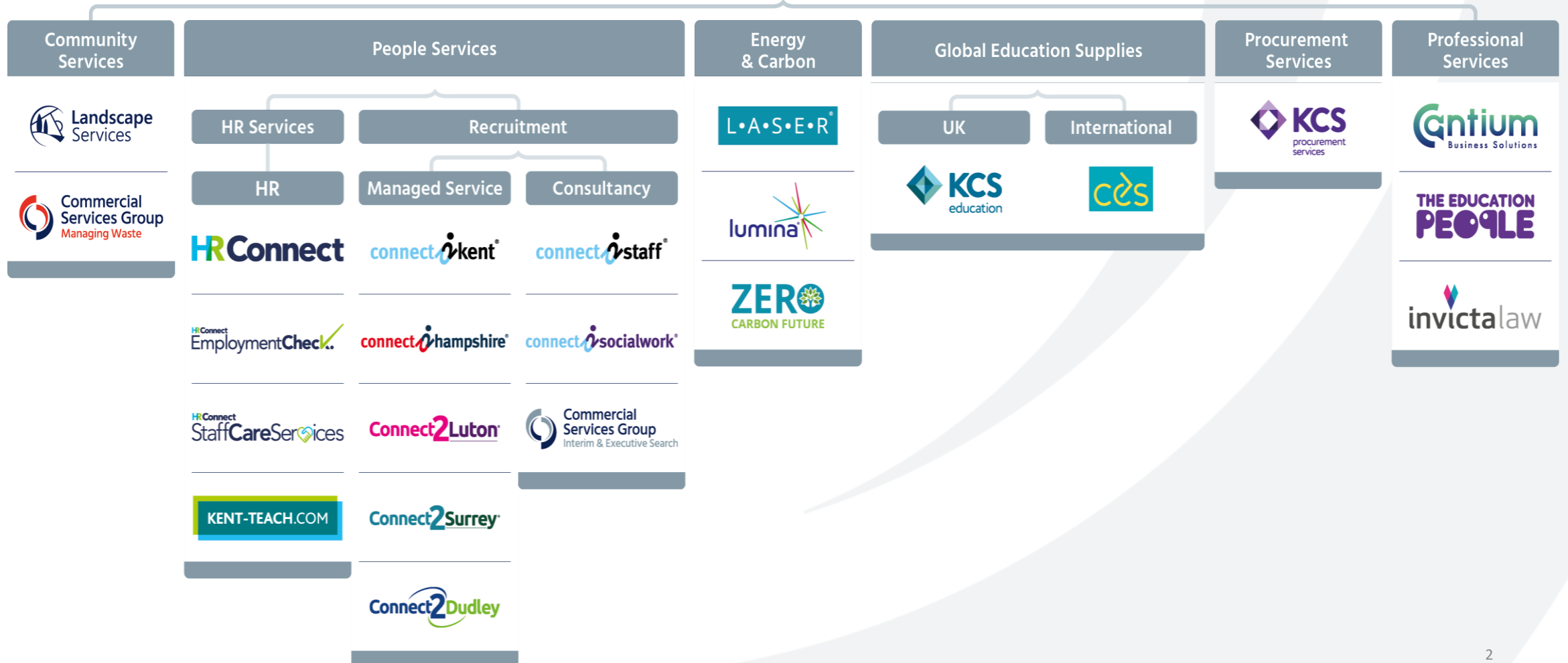


Commercial
Services Group

Public Sector Brand

Steve Wilson, Commercial Director
28th October 2022

COMMERCIAL SERVICES GROUP

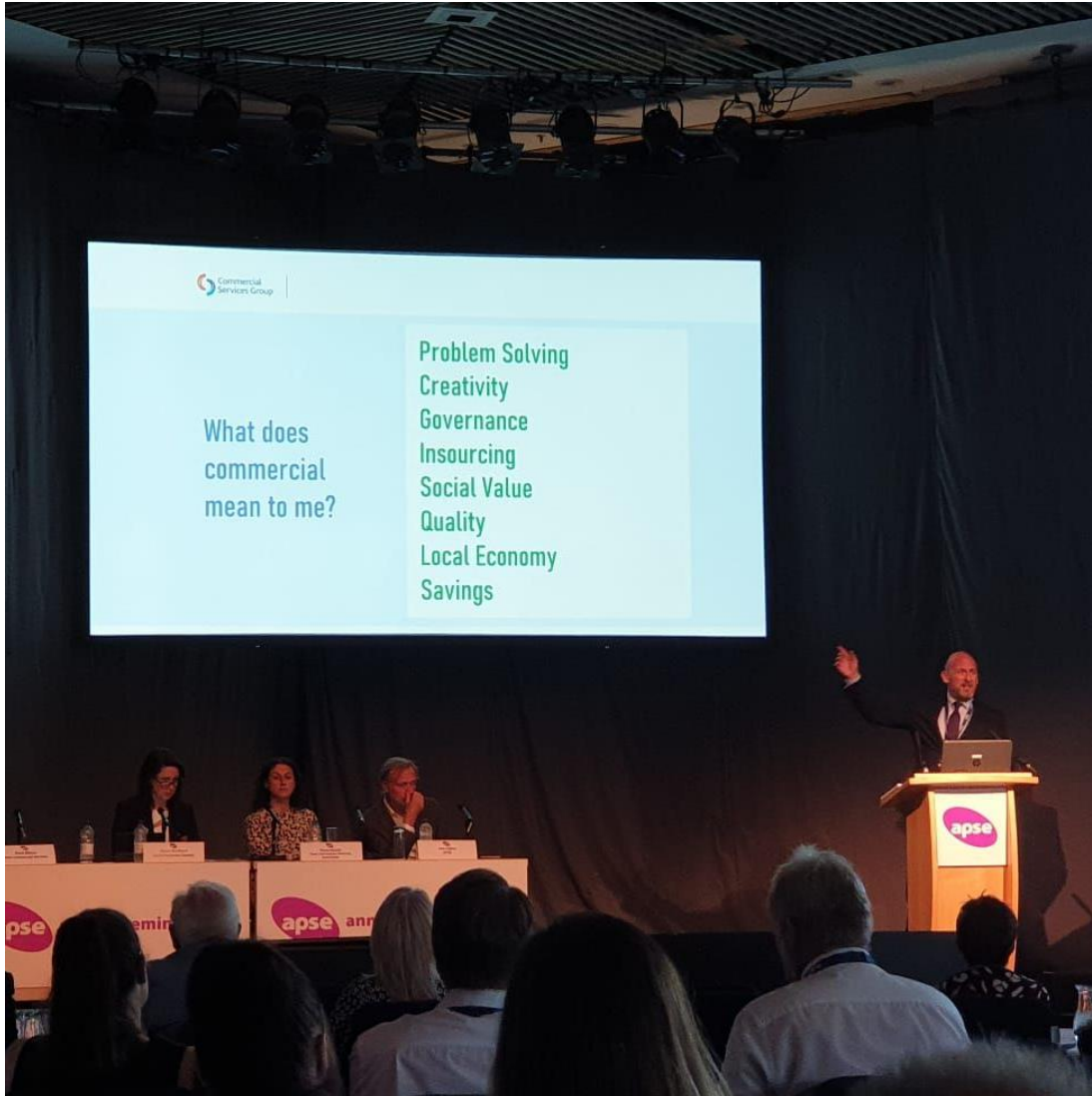




Commercial
Services Group

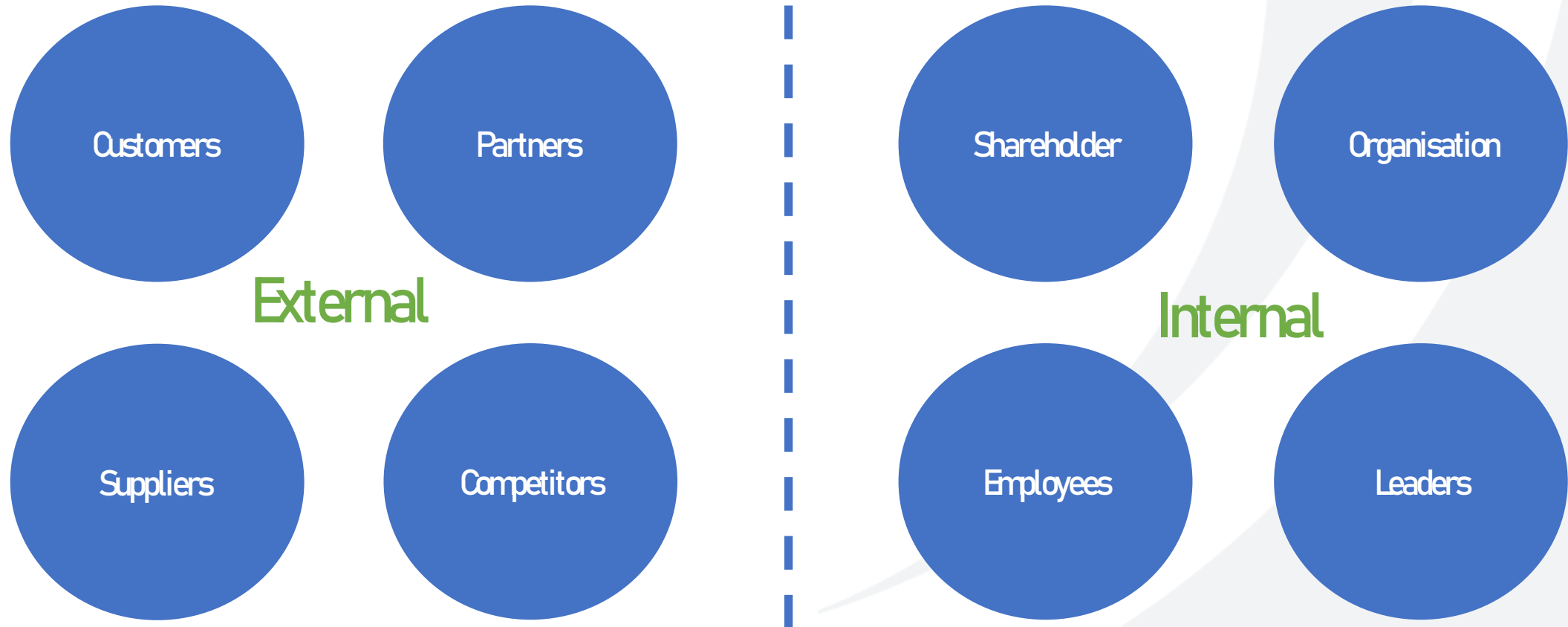
Defining Commercial

What is our Commercial Identity?



- Problem Solving
- Governance
- Insourcing
- Quality
- Social Value
- Local Economy
- Local Communities
- Savings
- Income Generation

Customer Experience
Commercial Growth
Social Value
Empowered Workforce



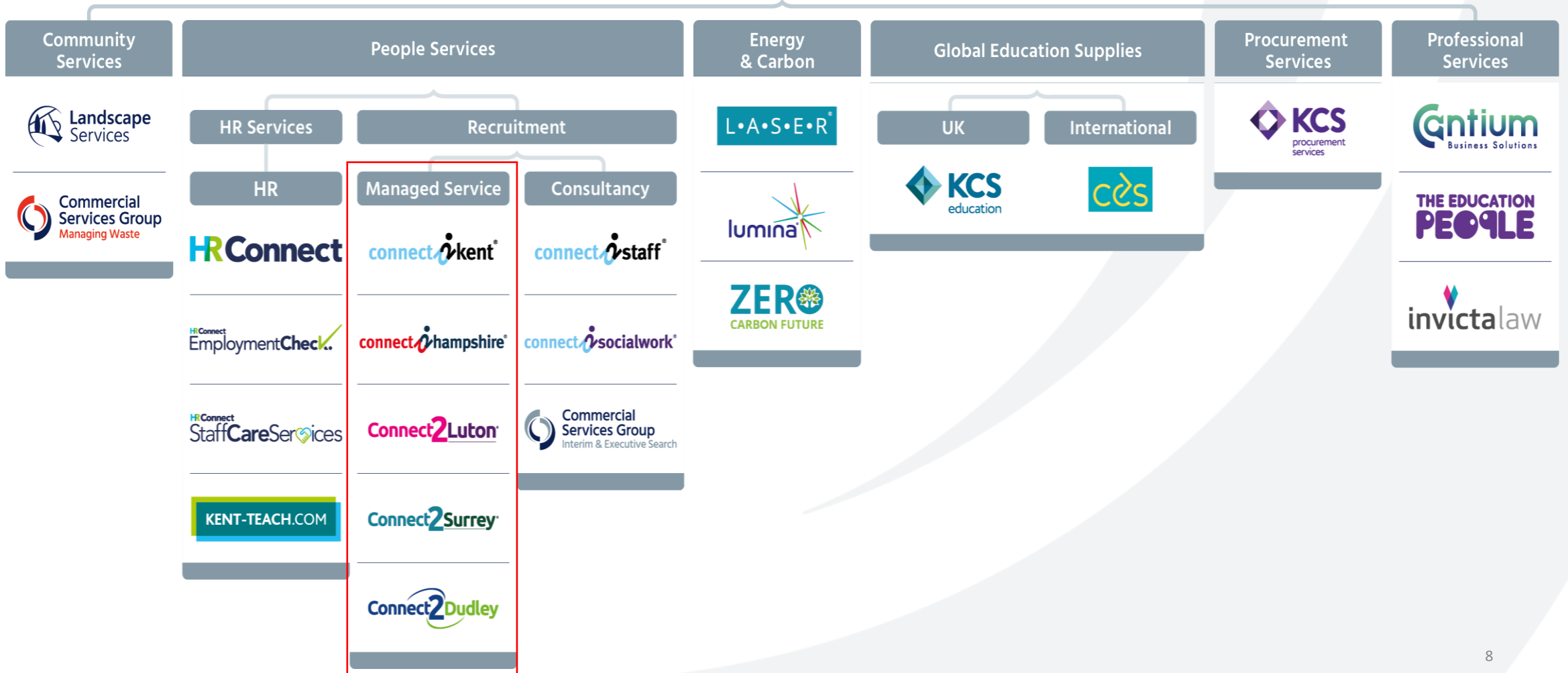
“Doing good is good business” – Darren Knowd Durham County Council



Commercial
Services Group

Profit with a Purpose
(or Surplus with a Purpose!)

COMMERCIAL SERVICES GROUP



Briefing 21-56 

Local government: Skills shortages and workforce capacity



'Unscrupulous' tactics being used by children's social care agencies

04 JULY 2022

Rising demand and scarcity of staff mean agencies are increasingly able to define the terms under which they operate LGC has found evidence of agencies deploying controversial tactics to increase their grip on the market, making it more difficult for councils to stop using agency staff. At least one operating...

Solace Summit: Recruitment crisis laid bare

13 October 2022

The scale of the recruitment crisis facing councils has been laid bare at the Solace Summit.

Staff shortages 'clear and present danger'

31 January 2022

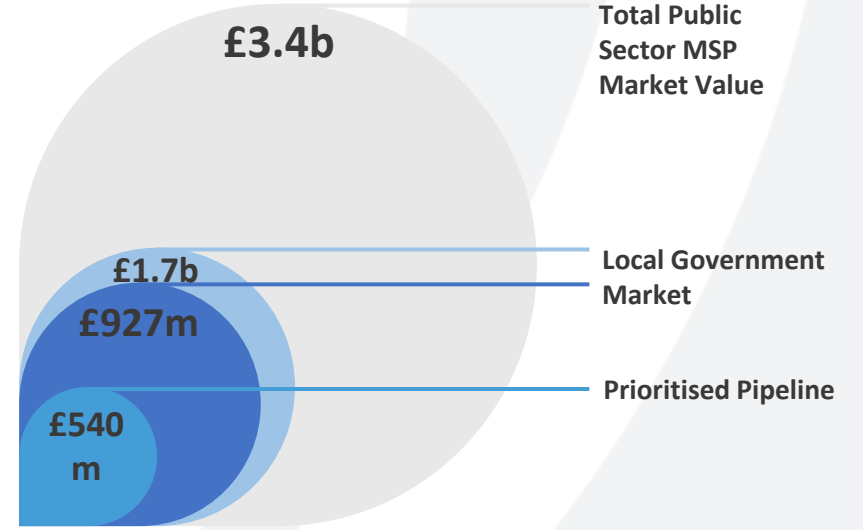
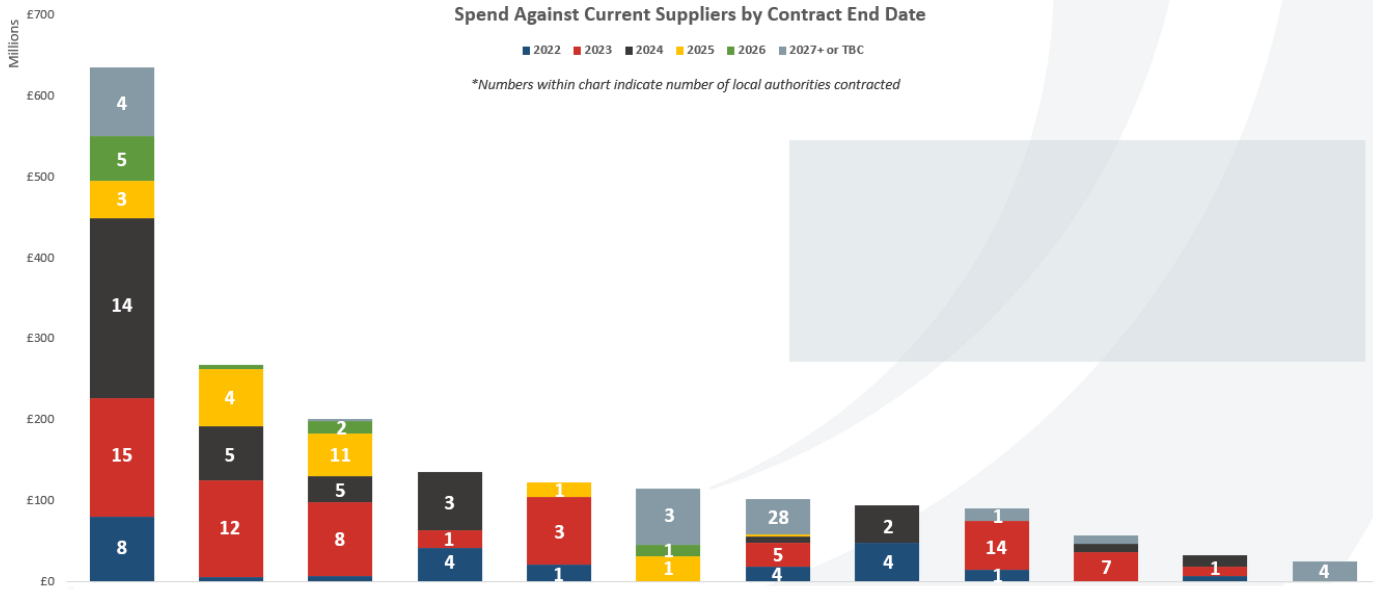
The extent of widespread workforce disruption has been discussed by senior members of the Local Government Association (LGA).



How children's social care agencies trap services in a 'vicious circle'

04 JULY 2022

Increasing use of agency workers in children's social care presents challenges for councils Star Hobson The last social worker to see Star Hobson alive in September 2020 worked through an agency, meaning she could leave her job with only a week's notice and before an assessment of Star's case had... [No Title]



Local Government Market

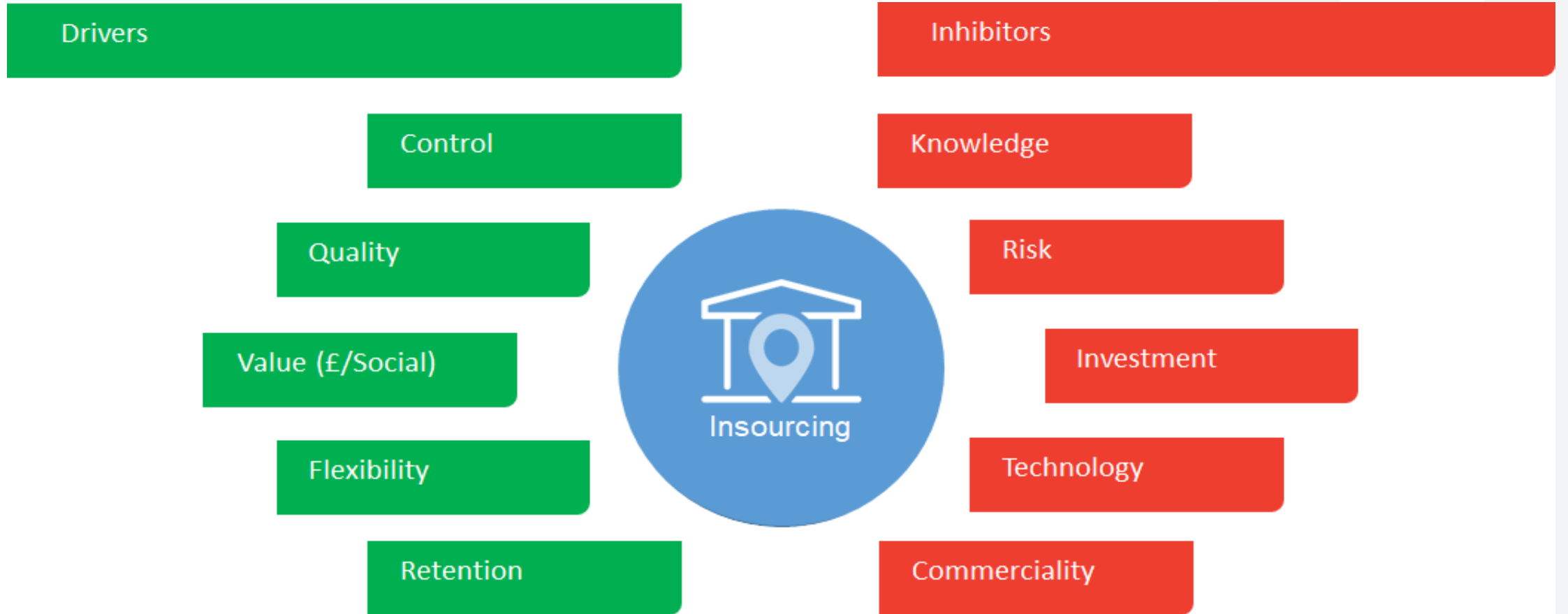


Prioritised Pipeline



Strategic Opportunities

Why just us?



Not just us!

Reality

Risk

Governance

Knowledge

Investment

Quality

Technology

Value (£ & Social)

Commerciality

Flexibility

Retention



Our Core Values



Collaborative

Working towards shared goals, as one team, to produce extraordinary results



Adaptable

We strive to meet the ever-changing needs of our candidates, Partners and local



Respectful

We are caring, honest and embrace diversity



Ethical

We demonstrate ethics and integrity in everything we do



discrimination.

Luton's strengths as a town

Our town is vibrant, modern and diverse, benefiting from its excellent location, close to the centre of the Oxford to Cambridge Arc and outstanding connectivity by road, rail and air.

One of the youngest populations in the country - a fifth of our residents are below the age of 16



Home to the 5th largest airport in the UK



A super-diverse town - 55% of the population are non-white British



A strong local economy - worth £7.5 billion at the beginning of 2020



Outstanding location and connectivity - 10 miles from the M25 and less than 30 minutes from London by rail



77.5% of pupils attending good or outstanding schools in Luton



Luton 2040 No-one in Poverty



Home to the University of Bedfordshire, Luton Sixth Form College and Barnfield College



Outstanding green space, including six Green Flag parks



A growing arts, culture, heritage and leisure offer that supports the wellbeing of our population



Home to the Luton and Dunstable Hospital



Luton 2040 No-one in Poverty

Click to find out more and help transform the community

Luton **Connect2Luton**

BEING A REAL LIVING WAGE TOWN



INCREASING SKILLS



FAST JOB GROWTH AND HIGHER WAGES



Luton REIMAGINING THE TOWN CENTRE



GROWING THE AIRPORT SUSTAINABLY



INCREASING PUBLIC SECTOR SPEND WITH LOCAL COMPANIES



CULTURAL TRANSFORMATION



STRONG AND RESILIENT COMMUNITIES







 Home Why work in care? Career Choices ▾ Vacancies Events Contact Us


Are you ready to become a **CARER IN HAMPSHIRE**

- ✓ No two days are the same
- ✓ Make a difference to people's lives
- ✓ You don't need any previous experience
- ✓ Great career progression opportunities
- ✓ On-the-job training


[BROWSE VACANCIES](#)

Interested in a career in care?
Leave your details for an informal chat about the next


CARE CAREER CHOICES




CARE HOME/DAY SERVICE
A career with Hampshire County Council providing support for residents who have eligible care needs.




REABLEMENT CARE CAREERS
Roles with reablement, helping people to retain or regain their skills and confidence.



PERSONAL ASSISTANT IN CARE
Unique, flexible roles providing care and support for one person.



CARE AT HOME PROVIDERS
Roles are available helping people to stay independent and living in their own homes.



TEMPORARY ROLES IN CARE
Temporary roles working with vulnerable adults across the county.

WHY WORK IN CARE?



If you have the right values, there is a job for you

There are hundreds of different jobs available, depending on what you want to do, who you want to work with, and where you want to work.



You don't need any previous experience

Whatever your employment background, it's your transferable skills that count.



You'll make a positive difference to people's lives

You'll support people to live independently whilst working with a range of different people.



No two days are the same

Working to help different people with unique needs and personalities means that every day is different.



There is genuine career progression

Adult Social Care services are growing and changing all the time, which means there are lots of opportunities to develop and progress.



A sense of achievement

Supporting someone to live as full and independent a life as possible brings a real sense of achievement.



Adult care careers

Watch later Share

Watch on YouTube

Designed for communities



Thank you