



Supported by:



National Conference

The Future of Joint Ventures

Tuesday 6th December 2011, Westminster Studio, London SW1



Speakers include:

Graham Burgess

Chief Executive, **Blackburn with Darwen Borough Council**

Rob Hann

Director, **Legal Services, Local Partnerships**

Cllr Iain Malcolm

Leader, **South Tyneside Council**

Sue Lees

Divisional Director of Assets and Commercial Services, **London Borough of Barking and Dagenham**

Stephen Baker

Chief Executive, **Suffolk Coastal and Waveney District Council**

David Finlay

Director of Corporate Finance and Infrastructure, **National Audit Office**

Why you must attend this event:

- **Get an insider's briefing from Rob Hann, Director, Local Partnerships**, on how to form mutually beneficial relationships
- **What will this new era of joint ventures really mean for councils?** – 13 expert speakers share their insights, so you have a blueprint for maximising the benefits
- **Understand the key pointers for success** – in a climate of reduced capital investment and new 'localism', hear best practice on regional successes and gain strategies and tactics to implement back in the office
- **Maximum learning value** – watch the conference again online! All delegates receive post-event access to watch speaker presentations via the Policy Review TV service, AND can download all conference papers

The traditional contractor-supplier relationship is evolving towards a truly incentivised partnership - but how does the public sector make it work effectively to protect services and maintain affordability?

This conference will provide up-to-date guidance on forming, structuring and managing joint ventures with examples of true best practice from across the country. Sector leaders will provide delegates the opportunity to explore practical ways to forge a healthy and financially beneficial partnership between the private and public sector whilst ensuring local public services are improved for the end user.

For more information please visit:

www.neilstewartassociates.com/sa278





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Produced by:



Agenda (subject to change)

09:00 Registration, refreshments and exhibition

Session One:

 Available on policyreview.tv

Setting the scene

- 09:50 Welcome and introduction from conference Chair
Michael Burton, Editor, The MJ
- 10:00 Panel discussion: what constitutes a joint venture?
Why joint ventures?
Session speakers to be joined by:
Jessica May, Joint Chair, Partnership Futures
- 10:20 Comparing joint ventures with other mechanisms:
shared services, trading arms and mutuals;
knowing when to procure the private sector
Judith Barnes, Partner, Eversheds
- 10:35 Evolving away from traditional contractor-
supplier relationships: forming mutually beneficial
relationships
Rob Hann, Director, Legal Services,
Local Partnerships
- 10:55 Keynote Address: Forming joint ventures with the
private and public sector
Check website for speaker updates

11:00 Refreshments, networking and exhibition

Session Two:

 Available on policyreview.tv

Weighing up the risks and rewards

- 11:35 Weighing up the risks and rewards of joint
ventures and shared services
Paul O'Brien, Chief Executive, Association for
Public Service Excellence (APSE)
- 11:50 Getting value for money from long-term ventures
David Finlay, Director of Corporate Finance and
Infrastructure, National Audit Office
- 12:10 Understanding the skills required to prepare public
sector leaders for joint ventures
Stephen Baker, Chief Executive, Suffolk Coastal
and Waveney District Council
- 12:30 Panel discussion:
1. What does a successful transition into a joint
venture look like?
2. How can the public sector overcome Euro rules
to procure partners?
Session speakers to be joined by:
Cllr Iain Malcolm, Leader, South Tyneside
Council

13:00 Buffet lunch, networking and exhibition

Session Three:

Key issue seminars

14:00 Delegates should choose to attend one seminar
from the list below. Seminars are designed to be
interactive and participatory in nature. Places are
allocated on a first-come, first-served basis and
are subject to maximum capacities.

- 1 Case study: Engaging and motivating staff
towards a successful joint venture
Cllr Iain Malcolm, Leader, South Tyneside Council
- 2 Case study: Overcoming the legal barriers to
joint ventures: structure, procurement, tax and
competition law
Check website for speaker updates
- 3 Tactics for addressing poor performance in joint
ventures
Professor Stephen Ogunlana, School of the
Built Environment, Heriot-Watt University

14:40 Refreshments, networking and exhibition

Session Four:

 Available on policyreview.tv

The recipe for success: 'why' joint ventures?

- 15:10 Overcoming the cost and legal barriers to form a
truly incentivised joint venture
Graham Burgess, Chief Executive, Blackburn
with Darwen Borough Council
- 15:30 London Borough of Barking and Dagenham –
a joint venture in action
Sue Lees, Divisional Director of Assets and
Commercial Services, London Borough of Barking
and Dagenham
- 15:50 Securing local economic stability through the
generation of jobs
Mike Dearing, Managing Director, The Shared
Services Partnership, Herefordshire Council
- 16:10 Panel discussion:
1. What can be learnt from past joint ventures
when utilising the Power of General
Competence?
2. Do joint ventures, driven by economic pressures,
change the nature of local government and
the relationship between voters, members and
services?
Session speakers

16:30 Close of conference

Sponsorship and Exhibition Opportunities

To find out more about the bespoke packages on offer
please contact us on **020 7324 4330** or e-mail
customer.services@neilstewartassociates.co.uk

Register online today:

www.neilstewartassociates.com/sa278

Tel: **020 7324 4330** / Fax: **020 7490 8830**

Watch Speaker Presentations Online!
As a delegate you can watch the speakers'
presentations and download conference papers online
post-show. This extra service is provided free via
Policy Review TV

Purpose of the Conference

Specifically, attending this conference will enable you to:

- Consider how to form a joint venture with the private sector and the implications
- Assess the impact of moving away from the traditional contractor-supplier relationship with the private sector
- Consider how to form mutually beneficial partnerships with the private sector
- Weigh up the risks and rewards of joint ventures and shared services
- Understand and compare the different models for delivering joint ventures
- Consider at what point the public sector should engage the private sector
- Secure value for money from long-term joint ventures
- Understand the skills required to prepare public sector leaders for joint ventures
- Discuss how to achieve a successful transition into a joint venture
- Examine how to overcome EU rules in sourcing and procuring venture partners
- Understand how to form a joint venture removed from 'payment by results' towards an incentivised model
- Explore how best to overcome the cost and legal barriers to joint ventures
- Assess how to demonstrate value for money to obtain agreement from stakeholders
- Learn lessons on how to achieve successful back and front office joint ventures
- Hear best practice in refreshing existing joint ventures to maximise value
- Explore what lessons can be learnt from past joint ventures when utilising the Power of General Competence
- Debate whether joint ventures will change the nature of local government and the subsequent relationship between voters, members and services
- Benefit from hearing best practice on regional successes, good news stories and gain practical information to implement in your day-to-day role through interactive practical seminars examining key issues on:
 - > Engaging and motivating staff towards a successful joint venture
 - > Tactics for addressing poor performance in joint ventures
 - > Overcoming the legal barriers to joint ventures: structure, procurement, tax and competition law

Who should attend:

From Local Authorities:

- Chief Executives
- Chief Operating Officers
- Directors and Heads of:
 - > Finance
 - > Accountancy
 - > Audit
 - > Business Development
 - > Change Management
 - > Commercial and Procurement
 - > Corporate Business
- Finance and Procurement Officers
- Assistant Directors of:
 - > Corporate Resources
 - > Customer Services
 - > Financial Control
- Deputy Head of Procurement
- Chief Internal Auditors
- Commercial Directors
- Procurement Teams
- Strategic Outsourcing Teams
- Estates and Facilities Teams
- Shared Services Teams
- Commissioning Teams
- Finance Teams
- Operational Efficiency Teams
- Contracts Teams
- Building Services Managers
- Business Development Managers
- Business Directors
- Policy and Development Teams
- Personnel and HR Teams
- Service Organisational Development Teams
- VFM Programme Managers and Teams
- Service Transformation Teams
- Resources Teams
- Service Delivery Teams
- Communications Teams
- Heads of Legal Services
- Principal Accountant
- Special Projects Managers
- Strategic Directors
- Value for Money Programme Managers

Other:

- Healthcare Authorities.
- Education establishments
- Central Government
- Local Education Authorities
- Private sector service providers
- Consultants
- Law firms



Can't attend? Time poor? Diary clash?

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Can't get away, can't afford the time or full cost? Need network feedback? Attend a regional satellite conference!

- See and hear all the speakers and interact remotely
- Receive all the back-up papers and research
- Network with your peers, benchmark your own work and make contacts for follow up
- Environmentally friendly option

Attending a satellite conference costs just **£195.00 + VAT** (£234.00). See the conference website for locations near you or complete the booking form.

For further information email

paul.rushworth@policyreview.tv

Watch online

Keep up to date with the policy insight you need

- Broadcast exclusively on Policy Review TV - watch the conference live or later on-demand
- Fully interactive - watch live and submit questions, just like a delegate
- Ultimate conference reporting, watch the full online presentations after the event
- Your own expert video library to keep - ideal for management and staff briefing
- Unique insight into the choices and dilemmas faced by policy makers and managers
- Find out how your peers are solving the policy challenges you face
- You save on travel, cost and time

The costs of the live broadcast and access to the video archive are:

Individual licences
£99 + VAT (£118.80)

Group licences - per person

1-2 viewers £99.00 + VAT (£118.80)

3-9 viewers £89.00 + VAT (£106.80)

10-19 viewers £79.00 + VAT (£94.80)

20-29 viewers £65.00 + VAT (£78.00)

National Conference

The Future of Joint Ventures

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To Register

Please photocopy this booking form for additional delegates.

Complete all relevant sections of this form and either:

 **Fax:** 020 7490 8830

 **Online:** www.neilstewartassociates.com/sa278

 **Post:** Neil Stewart Associates Ltd, 10 Greycoat Place, Westminster, London SW1P 1SB

Alternatively call us on **020 7324 4330** or email us at

customer.services@neilstewartassociates.co.uk

Delegate Information

sa278

Brochure no.

WEB

Title (Mr/Ms/Dr/Prof/Other)

Full Name

Position

Organisation

Sector: Health Social Care Central/Regional Government Local Government Education and Skills Commercial
 Non Departmental Public Body / Association or Membership Organisation 3rd Sector Organisation Criminal Justice

Email

Address

Postcode

Tel No.

Direct Line? (Yes/No)

Fax No.

Training Manager

Email

I have read and agree to the terms and conditions below

Signature

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ADDITIONAL REQUIREMENTS Please indicate any additional requirements below



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www.neilstewartassociates.com

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Delegate Rates

Please select the relevant rate from the list below

Full Rate -

Commercial Sector

- £499.00 + VAT** (£598.80) **Register by 17 October**
- £549.00 + VAT** (£658.80) **Register by 14 November**
- £599.00 + VAT** (£718.80) **From 15 November**

Reduced Rate -

Central Government Departments and Agencies, Non Departmental Public Bodies, Local Authorities, other Public Sector Organisations, Universities and Colleges

- £289.00 + VAT** (£346.80) **Register by 17 October**
- £339.00 + VAT** (£406.80) **Register by 14 November**
- £389.00 + VAT** (£466.80) **From 15 November**

Supported Rate -

Voluntary Organisations, Trade Unions

- £140.00 + VAT** (£168.00) **Register by 17 October**
- £190.00 + VAT** (£228.00) **Register by 14 November**
- £240.00 + VAT** (£288.00) **From 15 November**

The above fees include all day access to the event, available conference papers, buffet lunch and refreshments, for registered delegates only. Fees do not include travel costs or accommodation.

Shared places are not permitted.

Seminar Selection

You may attend one seminar in Session Three Places are allocated on a first-come, first-served basis. Please circle your choice below:

Session Three:

1 2 3

Live viewing and on-demand access

Book online at www.policyreview.tv or register below

Individual and Group Licences

- 1-2 viewers @ **£99 + VAT** (£118.80) per person
- 3-9 viewers @ **£89 + VAT** (£106.80) per person
- 10-19 viewers @ **£79 + VAT** (£94.80) per person
- 20-29 viewers @ **£65 + VAT** (£78.00) per person

I would like to register _____ online viewers

@ £ _____ per person:

TOTAL £ _____ + VAT = £ _____

Please complete the delegate information section of this form for each viewer when registering your licence(s). You can do this by photocopying this form or sending a full list to customer.services@policyreview.tv

Satellite conference

£195.00 + VAT (£234.00)

Bristol Leeds St Helens Wigan

Terms and Conditions

This booking form constitutes a legally binding agreement. Payment must be received in full before the event. We are not responsible for the non-arrival of confirmation documents: if, by 7 days prior to the conference, you have not heard from us, contact us using the phone number on the brochure. All available conference material including documents, podcasts and in some case films are made available to delegates after the event therefore we do not accept cancellations, whole or in part. Substitutions will be accepted if notified in writing prior to the event, non-arrivals will be liable for the full fee.

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