Value

Savings

GVA

Investment

Efficiency

Joint Regeneration / Infrastructure

Joint Economic / Social Development

Joint Service Improvement

Joint Service Investment

Financing the Future of Local Government – Session Two: New Ideas

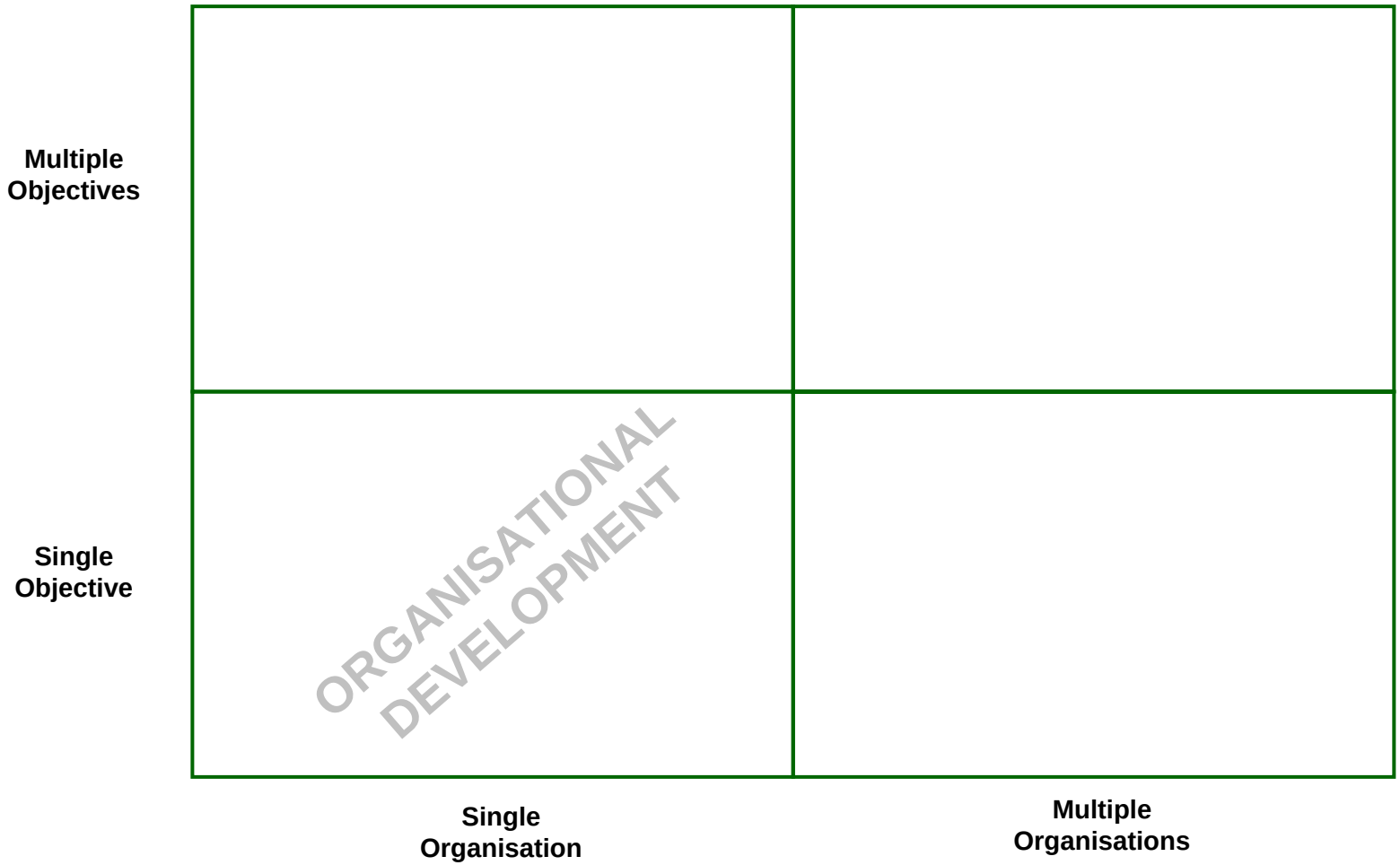
30 September 2008

Joint ventures: a story of entrepreneurial councils

- Partnerships are changing with the challenges of local government
- Case study: South Tyneside partnering for growth and regeneration
- Case study: Liverpool Direct Limited growing external

Partnerships delivering savings, efficiencies, less debt and fraud, more revenue generation, investment and gross value add

Partnerships are changing/forming with the challenges of local government



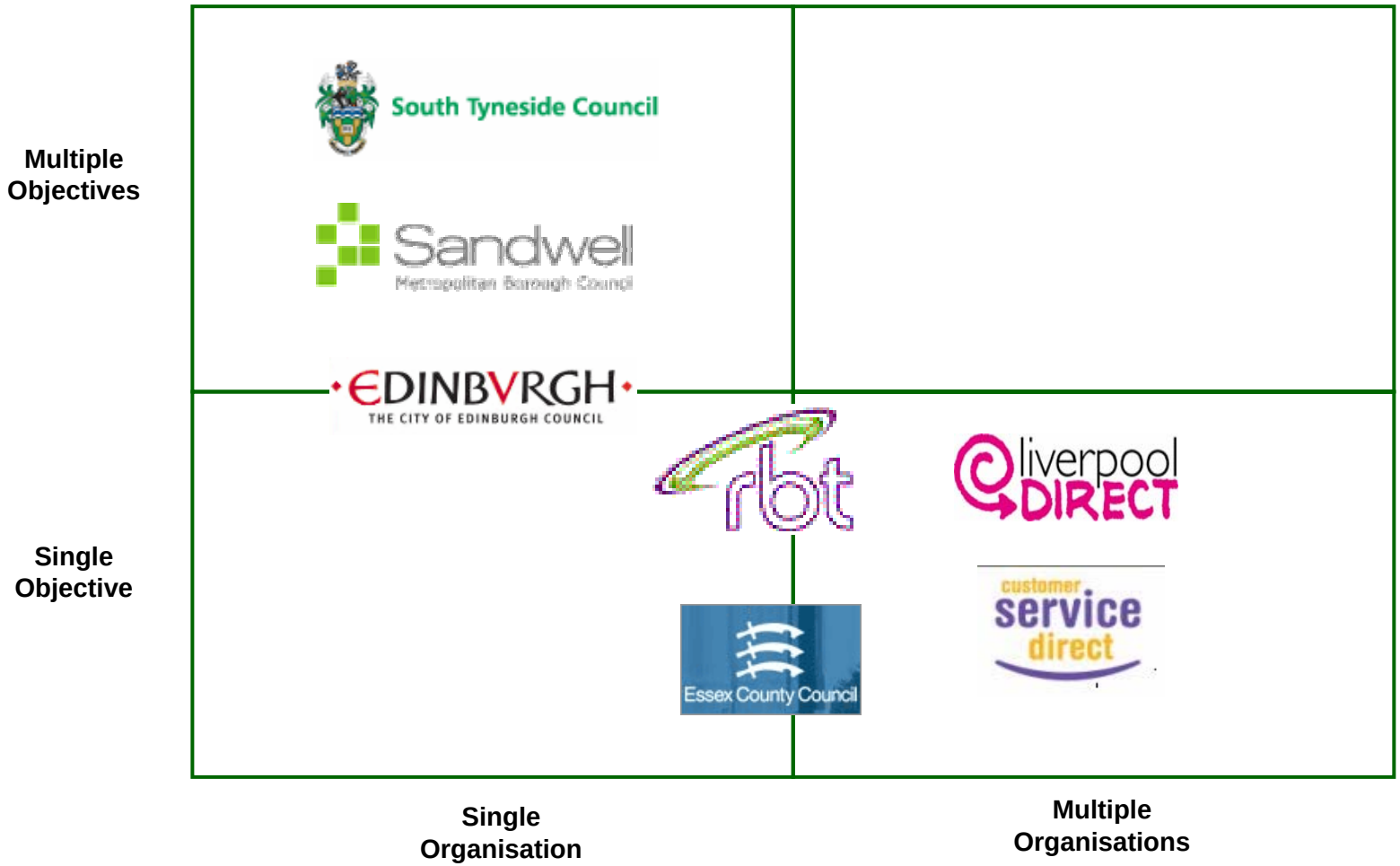
At the start of Transforming Government the focus was organisational

Partnerships are changing/forming with the challenges of local government

Multiple Objectives	LAA CAA SUB-REGIONAL	MAA REGIONAL/NATIONAL
Single Objective	ORGANISATIONAL DEVELOPMENT	LAA CAA SUB-REGIONAL
	Single Organisation	Multiple Organisations

Today, the challenges on partnerships are growing

Partnerships are changing/forming with the challenges of local government



BT's partnerships have developed over time

South Tyneside – Partnering for Growth and Regeneration

- Creation and retention of at least 300 guaranteed, sustainable jobs for local people

- 750 guaranteed jobs
- £7.5m penalty
- Up to 1250 peak jobs
- Graduate and apprentice schemes

- Establishment of a Business Centre to accommodate the jobs

- Establish two Business Centres:
  - SME Incubation/R&D
  - Skills in the community programmes

- Improve the economy and efficiency of service delivery without compromising on quality including delivery of 3% pa Gershon savings for 5 years

- Protect and grow Services using Innovation, Technology and Shared Services
- Procurement services to focus on growing Local Supply Chain
- BT is investing **£20m+** in Council Services
- This investment will provide guaranteed savings to the Council of **£25m**

- Protection and development of staff with enhanced training and career development opportunities

- **No compulsory redundancy** policy
- BT Career Development and Training
- BT Benefits (Broadband etc)

Jobs, skills, infrastructure, investment and savings

BT

LDL has a growing customer base

Department for Transport

OneVision HOUSING

LIVERPOOL CHAMBER OF COMMERCE AND INDUSTRY

Commonwealth Games Federation CGF

sia Security Industry Authority

NHS

BABA British Amateur Boxing Association

BT LGS Services for Local Government

Total Policing

NORTHUMBRIA POLICE

20/20 Knowsley

MERSEYSIDE POLICE

Sefton Council

kensington regeneration

Liverpool City Central: BID Business Improvement District

18 78 Everton

STOCKPORT METROPOLITAN BOROUGH COUNCIL

Lancashire County Council

BT

You'll Never Walk Alone Liverpool Football Club Est 1892

The City of Liverpool

LMH Liverpool Mutual Homes

Sheffield City Council

Royal Liverpool Children's NHS Trust

20/20 Liverpool

acc

defra

CARDIFF CAERDYDD

ABA

EnterpriseLiverpool

Building schools for the future

Liverpool 08 European Capital of Culture

Reigate & Banstead Borough Council Banstead | Horley | Redhill | Reigate

BT

LDL “Revenues and Benefits Plus”

- Second largest service in the country (75,000 case load)
- £5m of investment into a failing service (now 4* Excellent)
- £32m of debt recovery per year
- Increased revenue generated from £600k to £1.8m per year
- Now delivers £6m per year of benefits maximisation

An intelligence-led approach to create a single cluster or view of a customer

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