

Securing local economic stability through the generation of jobs



Mike Dearing

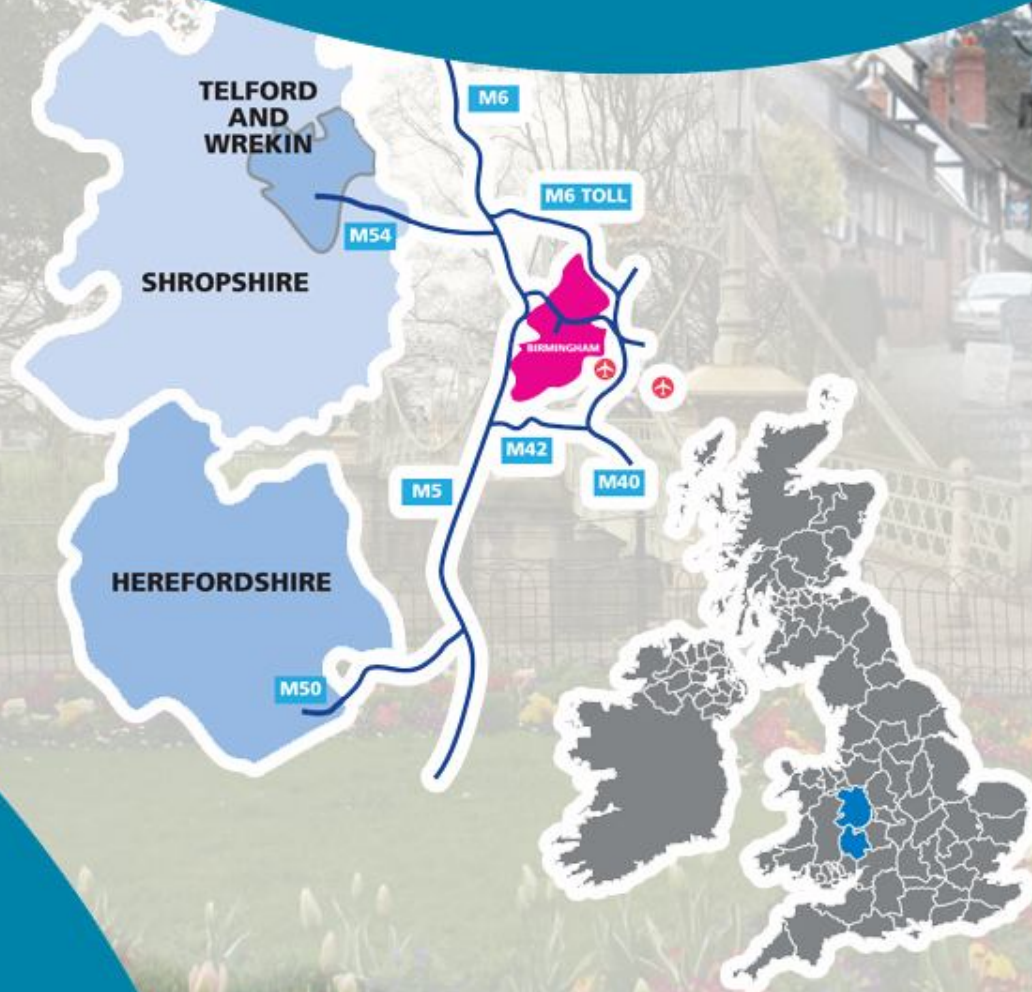
Managing Director, Hoople

6th December 2011

Herefordshire - the place



Hoople
innovation in business



Herefordshire – the economy



Population - 179,300

Employment (of working age) - 72,000

Jobseeker allowance claimants - 2,676

Average wage - £19,760 pa (80% of W. Mids)

New Enterprise Zone in 2012

Public sector Total Place advocate

Financial challenges in Herefordshire Public organisations



**HEREFORD
HOSPITALS TRUST
HEADING FOR A
£2.2M DEFICIT**

**HEREFORDSHIRE
PUBLIC SERVICES
HAS CUT 25% OF
MANAGEMENT
AND 250 JOBS**

**HEREFORDSHIRE
PUBLIC
SERVICES TO
SAVE OVER £10M**

Joint approach - JVCo and Integrated Commissioning Organisation

Drivers to share services within Herefordshire



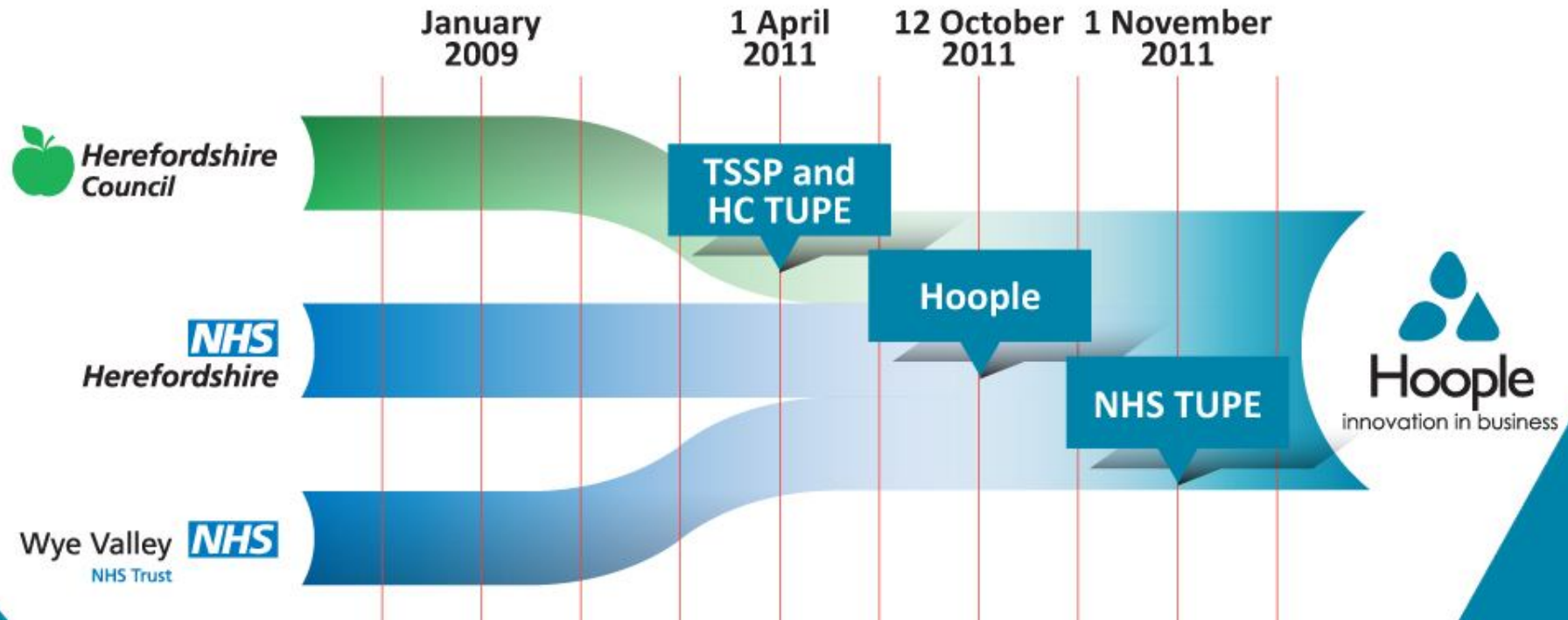
- All public bodies have difficult financial position
- Need to save 10 - 25 % and still deliver services
- Identified common services which could be shared
- Leadership desire to revitalise public services – more joined up, customer focused and responsive
- Build on foundation of true partnership working
- Improved outcomes for local people

Options – economic stability consideration



Option 1	Strategic Partner 104 – 140 redundancies Probable outsource out of county
Option 2	Joint Venture Company Employment retained in county
Chosen Option	Joint Venture Company agreed as way forward

The journey from three to Hoople



So what is Hoople?



- Unique JVCo between NHS and Local Gov. with no private sector involvement
- c. 500 Staff TUPE'd from NHS & Local Gov.
- Expanding range of services including:
Human Resources, Finance, Payroll, ICT, Training, Benefit & Exchequer, Procurement
- Focus on customer outcomes & public value

How is Hoople securing jobs?



- Challenge to improve commercial viability
- Working with customers to meet their needs
- Empowering our professionals to innovate and improve services
- Building our customer base as a:
Service provider, Partner or Shareholder
- Supporting partners focus on day-job

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