

Drive public value and benefits through sound contract management



Support your teams to develop the right skills

Typically 90 per cent of a council's third-party spend is with 20% of its suppliers. With this level of public expenditure and responsibility for delivery, it's critical that client-side teams are well equipped with the skills and knowledge needed to develop effective supplier relationships, manage risk, manage budgets, drive efficiencies and innovation and negotiate contract changes in response to changing need.

The costs invested in good contract management far outweigh the costs of not getting it right. Our contract management workshop provides a complete overview of what you need to know to effectively manage a contract. Whether it's leisure management, waste and recycling, provision of social care services, facilities management – the same principles apply.

What will you gain?

- ➔ An understanding of the pre-requisites to good contract management
- ➔ The essentials of a contract that will promote effective delivery of outcomes
- ➔ Knowledge of what constitutes a pro-active supplier partnership and how to leverage greater value from existing contracts
- ➔ The ability to design and implement a performance management framework

Who should attend?

- ➔ Service/client managers
- ➔ Programme/change managers
- ➔ Policy and performance
- ➔ Legal
- ➔ Audit
- ➔ Finance



Our approach

The training is delivered by our specialist facilitators. Depending upon the level of detail you require, this can either be through a single full day workshop or broken down into two or more detailed sessions. The modules include group exercises, tasks, case studies and feedback sessions.

Tailored to your needs

You may wish to tailor training around your specific needs, for example if you're in the pre-commissioning stages of a major contract or if your service managers need additional skills to manage existing contracts. Talk to us and we will design training to meet your particular requirements.

We manage the commissioning cycle for a number of local authorities and have case studies and senior level references. Our training is informed by our sector experts (within sports, leisure, social care, housing, transport, waste and recycling etc) and their experience of delivery, drawing upon real examples. We are always happy to have a chat about the issues you face and the potential approaches available.



Easy to buy
Our services can be procured via a number of frameworks.
[Find out more](#)

We typically work with clients who've done what they can to deliver significant savings but are now faced with much tougher decisions, or those who have plenty of ideas but need some help in taking concepts through to actual delivery.

Our services can be purchased as an end-to-end commercial delivery partner or on-demand to supplement existing capabilities and capacity.

Our services

- ➔ **Strategic direction**
Support your Senior Management Team and key stakeholders to define and shape your strategic direction.
- ➔ **Business intelligence**
Use our benchmarking, knowledge and data analytics to aid opportunity identification, decision making and business case development.
- ➔ **Options and business case development**
Identify opportunities and explore options in detail to work up a detailed business case and implementation plan.
- ➔ **Delivery of savings**
Gather your ideas and combine with our library of projects delivered to define and deliver a commissioning and procurement pipeline and then deliver.
- ➔ **Effective governance structures**
Build upon or design governance, gateway management and benefits realisation processes.
- ➔ **Demand, category and contract management**
Implement consistent and effective ways of working focused on delivery of outcomes aligned to your strategic objectives.
- ➔ **Systems and processes**
Use our constantly evolving library of templates, toolkits, mandates and business cases which have been tried, tested and have worked elsewhere.
- ➔ **Management of complex, strategic commissioning and procurement**
Use our experience of having worked with 120 clients, across multiple categories of spend and delivering high return on investment to bring certainty of delivery to your projects or programmes.

We've already helped...

- ➔ Tandridge District Council
- ➔ Bedford Borough Council
- ➔ Woking Borough Council
- ➔ And lots of other clients

