

15 October 2018

Agenda Item: 5

REPORT OF THE SERVICE DIRECTOR, FINANCE, INFRASTRUCTURE AND IMPROVEMENT

COMMERCIAL STRATEGY

Purpose of the Report

1. The purpose of this report is to seek approval of the proposed Commercial Strategy attached as Appendix 1

Information

2. The proposed Commercial strategy is a high level framework for the commercial approach of the council across a wide number of activities to ensure a commercial approach is applied across the Council with the aim of helping imbed a commercial approach.
3. The Commercial Strategy builds upon and pulls together a number of strands of work from across the Council such as procurement, commercial development, treasury management and other areas as detailed within the Commercial Strategy.
4. Although this is the first commercial strategy that has been outlined it builds upon the work undertaken so far across numerous projects and draws upon other strategies that have outlined a more commercial approach.
5. Individual commercial plans will be developed using the commercial strategy as a framework once agreed by members.
6. Monitoring of the commercial strategy will be undertaken by the Finance and Major Contracts Management Committee.

Other Options Considered

7. No other options have been considered.

Reason/s for Recommendation/s

8. To ensure that the Council undertakes a commercial approach where relevant with the aim of generating financial savings by embedding a consistent commercial approach within the areas of the scope of the commercial strategy.

Statutory and Policy Implications

9. This report has been compiled after consideration of implications in respect of crime and disorder, data protection and information governance finance, human resources, human rights, the NHS Constitution (public health services), the public sector equality duty, safeguarding of children and adults at risk, service users, smarter working, sustainability and the environment and where such implications are material they are described below. Appropriate consultation has been undertaken and advice sought on these issues as required.

RECOMMENDATION/S

- 1) That the proposed Commercial Strategy annexed to this report is reviewed and agreed by this Committee; and
- 2) The agreed Commercial Strategy is forwarded to Policy Committee for approval

Nigel Stevenson

Service Director Finance, Infrastructure & Improvement

For any enquiries about this report please contact: Mark Knight, Commercial Development Manager

Constitutional Comments (KK 03/10/18)]

10. The proposals in this report are within the remit of the Finance and Major Contracts Management Committee

Financial Comments (SES 02/10/18)

11. There are no specific financial implications arising directly from this report.

Background Papers and Published Documents

Except for previously published documents, which will be available elsewhere, the documents listed here will be available for inspection in accordance with Section 100D of the Local Government Act 1972.

- Procurement Strategy
- Treasury Strategy
- Commercial Development Unit First Year Trading Report

Electoral Division(s) and Member(s) Affected

- All