

**REPORT OF THE CHAIRMAN OF THE FINANCE & MAJOR CONTRACTS  
MANAGEMENT COMMITTEE****COMMERCIAL STRATEGY****Purpose of the Report**

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

**Information**

2. The proposed Strategy is a high level framework for the commercial approach of the Council across a wide number of activities. It has been written to ensure a strategic approach is applied across the Council with the aim of helping imbed a commercial mindset with commercial options being considered in appropriate areas.
3. The 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.
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 included a more commercial approach.
5. Individual plans and proposals will be developed using the Commercial Strategy as a framework once agreed by Members and then presented to the appropriate committee.
6. The Commercial Strategy has already been before Finance and Major Contract Management Committee. Monitoring of the Strategy and associated plans 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 as appropriate with the aim of generating financial savings by embedding a consistent commercial approach within the scope of the 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 be approved.

**Richard Jackson**

**Chairman of Finance & Major Contracts Management Committee**

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

### **Constitutional Comments [CEH 23.10.18]**

10. The recommendation falls within the remit of Policy Committee under its terms of reference.

### **Financial Comments [RWK 22/10/2018]**

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