

# Are you really ready to share?

## WHY SHOULD I ATTEND?

To find out more about the role shared services could play in help them to improve service delivery whilst achieving efficiency savings. This workshop has been designed to enable participants to establish a successful shared services programme, and provides you with the tools needed to implement it.

## COURSE DURATION

This is a one day workshop.

## SUGGESTED PARTICIPANTS

This workshop is aimed at chief executives and senior management who are believe shared services might have a role in delivery their strategic outcomes.

Shared services, joint ventures and other partnering arrangements can play a crucial part in helping you to deliver excellence whilst meeting your efficiency savings targets. By harnessing the skills and capacity of partners, your organisation can achieve rapid cost reductions and efficiencies at the same time as generating long-term benefits and value. Once established, partnerships have the capacity to drive innovation, delivering further value to all parties. But those relationships demand care and attention to keep them fresh, constructive and productive.

From the authors of “Make, Buy or Share”, the SOLACE guide to sourcing, this course provides practical guidance and key insights drawn from the leading case studies. It shows how to create an effective sourcing strategy and focuses on your role in steering it through, helping you to develop the right model and to achieve results fast. It also explores how to create a lasting partnership and how to reinvigorate or renegotiate one that has gone stale.

## Workshop Topics include:

- ✓ Making the argument for shared services.
- ✓ Exploring the options and creating a business case.
- ✓ Designing the implementation programme – the structure, processes and procedures that will help to successfully covert the ambition into a delivered reality
- ✓ How to build a partnership based on trust.
- ✓ Establishing effective governance arrangements.
- ✓ Managing people change and transition.
- ✓ Harvesting the benefits and injecting a commercial edge.

## WORKSHOP FACILITATOR

Jim Scopes is a co-founder and Director at sourcing advisory, EightyTwenty Insight.

Jim has over a twenty years experience within the public sector as both a civil servant and a management consultant. Previous roles include Strategy Director at HMRC and Partner at PA Consulting Group. Specialising in sourcing, strategy and policy design and implementation, Jim has worked at the most senior levels in government on strategy development and policy implementation.

### CONTACT US:

For more information on any of our training workshops, thought leadership or services please visit us on the web at: [www.8020i.co.uk](http://www.8020i.co.uk)

## This workshop will enable you to:

- Make the case for shared services – understanding how and when value can be delivered.
- Design an implementation programme for shared services.
- Establish effective governance arrangements that can build successful partnerships between the parties concerned.

## What people say about our courses ...

- “Excellent. I can’t fault their style or delivery. I would happily go to one of their workshops again.”
- “Very helpful and knowledgeable about their topic.”
- “Very good delivery style- good use of previous examples.”
- “Kept the subject useful and the attendees engaged, it wasn’t just a being talked at workshop. I found it very useful and interesting.”

### INTERESTED IN ATTENDING THIS WORKSHOP?

To register your interest and to receive a quotation, please send an email to [info@8020i.co.uk](mailto:info@8020i.co.uk) letting us know whether you are interested in attending an open or in-house workshop (If the latter then also please include how many people require the training). Please ensure that the email also includes the following contact information – your name, position, organisation, contact phone number and email address.

We will respond promptly with a quotation and additional information.

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