

Commissioning and Sourcing: from rhetoric to reality

WHY SHOULD I ATTEND?

To find out more about how alternative service delivery models could help transform your organisation and support delivery of your strategic outcomes.

COURSE DURATION

This is a one day workshop.

SUGGESTED PARTICIPANTS

This workshop is aimed at chief executives and board members who are seeking innovative ways of delivery their strategic outcomes in an increasingly difficult financial environment.

Service delivery models are changing. In-house transformation, shared services, joint ventures and outsourcing can all play a crucial part in helping you to deliver excellence and meet 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. 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:

- ✓ Understanding strategic commissioning and sourcing.
- ✓ Understanding how a sourcing strategy – an understanding of the optimal service delivery model - fits with corporate strategy.
- ✓ Strategic drivers and sourcing options, using participative exercises and discussions drawing on best practise and case studies to bring the subject to life
- ✓ The importance of effective research, consultation and co-creation.
- ✓ Rethinking organisational structure and business models.
- ✓ Sourcing strategy design and the sourcing journey.
- ✓ How to create the conditions for successful partnerships.

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

This workshop will enable you to:

- Understand the role of commissioning and sourcing in the delivery of strategic outcomes.
- Understand how to develop a sourcing strategy and the foundations that can establish successful partnerships.
- Understand the range of options available to help them establish innovative service delivery models capable of delivering service improvements whilst achieving efficiency savings.

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 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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eightytwenty
INSIGHT
Sourcing: Advise. Coach. Empower. Deliver.