

## Make, buy or share?

The SOLACE Guide to Sourcing draws on research into sourcing initiatives across the country and interviews with SOLACE members and their private sector partners. It gets behind the headlines to help senior leaders identify the benefits that can be achieved and the risks that need to be managed when implementing these approaches to sourcing.

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It assesses the different models that are emerging in the field, provides case studies of some of the most interesting sourcing initiatives and passes on the insights of leading practitioners in the field. The guide provides an overview of:

- ◆ The latest innovations in outsourcing and joint ventures
- ◆ Trends in the market for outsourced services
- ◆ Examples of new service models and multi-agency partnerships
- ◆ Emerging shared service arrangements

The guide goes on to provide practical answers to the crunch questions facing those embarking upon major sourcing programmes. This guide celebrates the creativity that local government demonstrates in its sourcing strategies. Many authorities have shown, and continue to show, that innovative approaches to outsourcing and shared services bring new solutions to age-old challenges.

David Clark, the SOLACE Director General, said, "The decision to source services from elsewhere is a complex one. For a local authority to answer sourcing questions well is of crucial importance. In this guide what we attempt to do is draw upon the experiences of SOLACE members, and our private sector colleagues, to look at the kind of questions that an authority should be asking before coming to a conclusion.

"The ultimate goal is, of course, to help local authorities to make educated choices as they set out to do the things that we all agree with: making the tax pound go further and providing constantly improving services."

The Guide was written by Eric Bohl, Director of Local Government Consulting at EightyTwenty Insight, the specialist sourcing and commissioning advisory consultancy. With more than ten years at board level in London local government, Eric has overseen a wide range of partnership, outsourcing and shared service programmes. He has managed both front-line and corporate services and specialises in strategy development, transformation and innovation in public service design. Eric can be contacted at: [info@8020i.co.uk](mailto:info@8020i.co.uk)

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