

Sourcing, Partnerships and Making them Work.

Shared services, outsourcing and joint ventures can 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 authority can achieve rapid cost reductions and efficiencies at the same time as generating long-term benefits for your area. Once established, partnerships demand care and attention and need to be refreshed, whether to generate more savings or to encourage more innovation.

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.

COURSE DURATION

This workshop is of a one day duration.

SUGGESTED PARTICIPANTS

This workshop is aimed at chief executives and senior managers who are contemplating, or who have already embarked upon, long-term strategic partnerships.

Workshop Topics include:

- ✓ Review of the development of sourcing practices within local government and the options open to councils.
- ✓ Review of case studies of the sourcing strategies of other authorities, reviewing their drivers for change and the results achieved.
- ✓ Examination of the commercial models applied by private sector providers of outsourced services.
- ✓ Review of the progress of shared services within local government and the conditions for success.
- ✓ Review of the implementation of a sourcing programme, including options for accelerating the timetable, the processes of partner selection and negotiation and the resource, communication and governance requirements.

**WORKSHOP
FACILITATOR**



Eric Bohl is Director of Local Government Consulting at sourcing advisers, [EightyTwenty Insight](#), and is the author of "Make, Buy or Share?", the SOLAGE guide to sourcing. Eric has over a decade of board-level experience in large local authorities and has delivered some of the most innovative sourcing programmes in the sector. He is advising a number of local authorities on their sourcing strategies.

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:

- Establish a shared understanding of the options, benefits and implications of a strategic approach to sourcing.
- Understand the implications for the operation and culture of an organisation adopting strategic commissioning practices.
- Clarify the roles and responsibilities of the senior management team in supporting the implementation of the programme and the implications for resources.

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 inhouse 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.