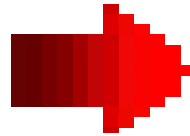
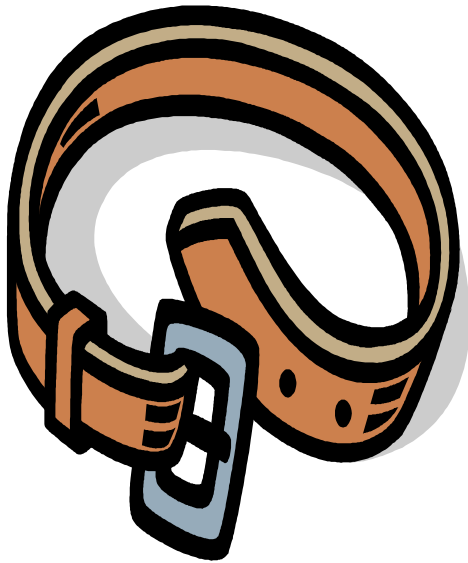


**Mutual and Social Enterprise Broadcast Series 2011**

# **What's In It For The Commissioner?**

**Stephen Taylor**  
**Blakesley Associates**  
**26 May 2011**  
**0780 133 6133**

# Where are councils now?



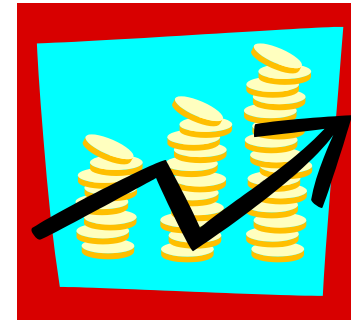
# What are their options?



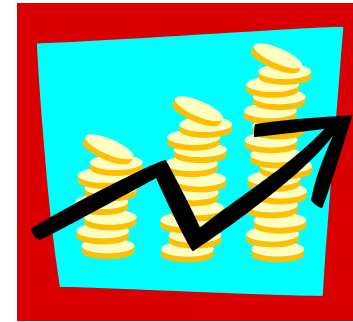
# What are their options?



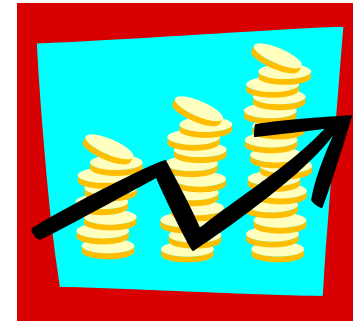
# What are their options?



# What are their options?



# What are their options?



# What are their risks?

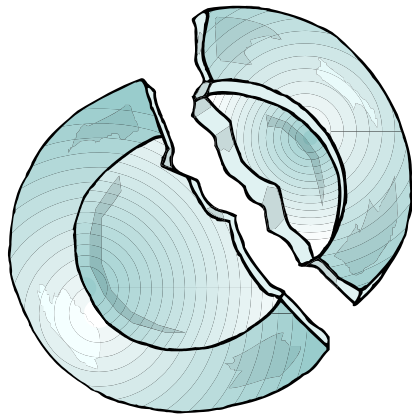




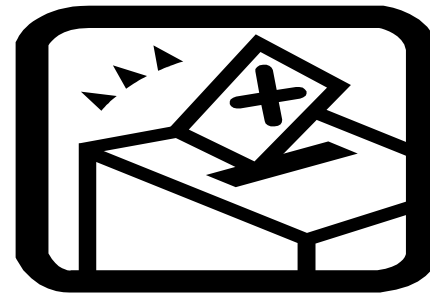
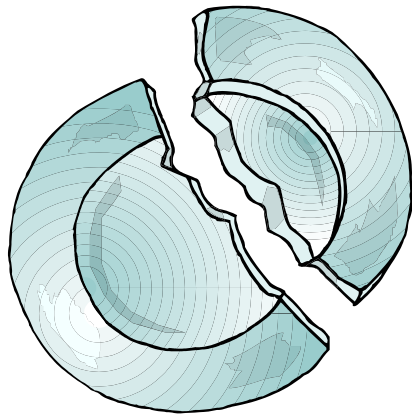
# What are their risks?



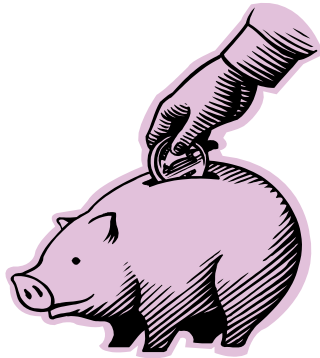
# What are their risks?



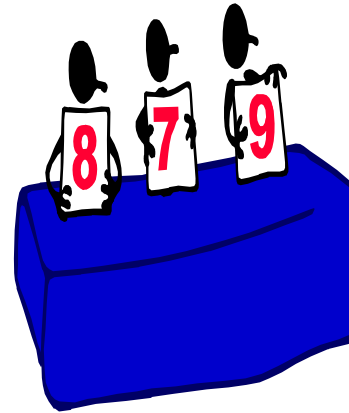
# What are their risks?



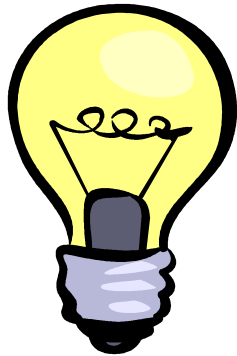
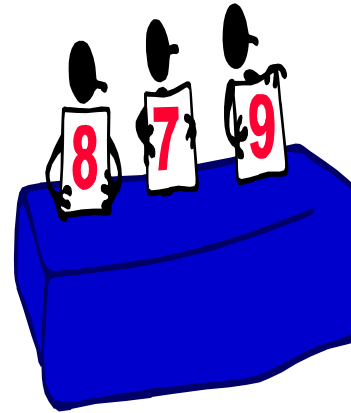
# What are the benefits?



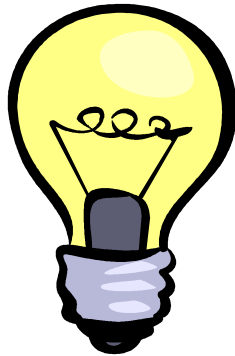
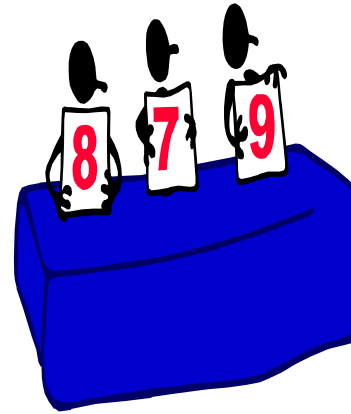
# What are the benefits?



# What are the benefits?



# What are the benefits?



# What are the criteria?

- **Labour intensive**
- **Revenue generating**
- **Credible plan**
- **Working capital**
- **Opportunity for growth**
- **Capable leadership**
- **Staff readiness**
- **Acceptable procurement**
- **Win-win contract**
- **Positive relationship**

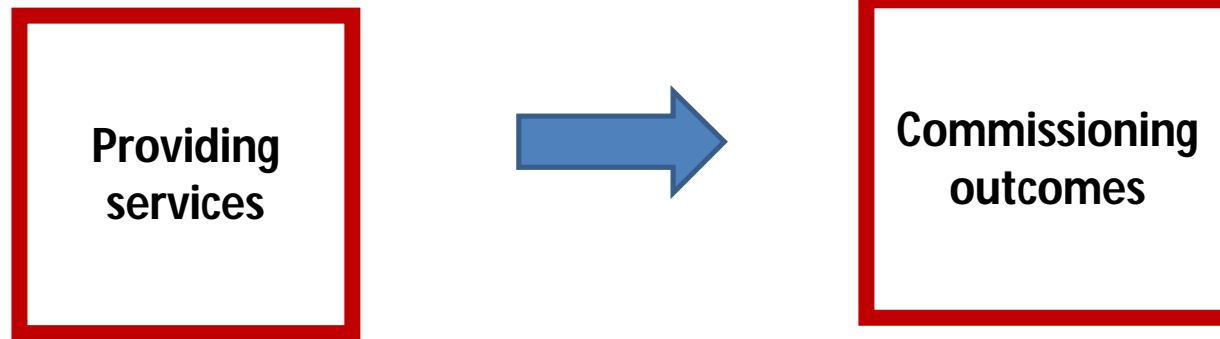


# What's the mindset shift?



**Providing  
services**

# What's the mindset shift?



# What's the difference?

*Example of a service:*

**Elderly people in their home get help with domestic tasks**

# What's the difference?

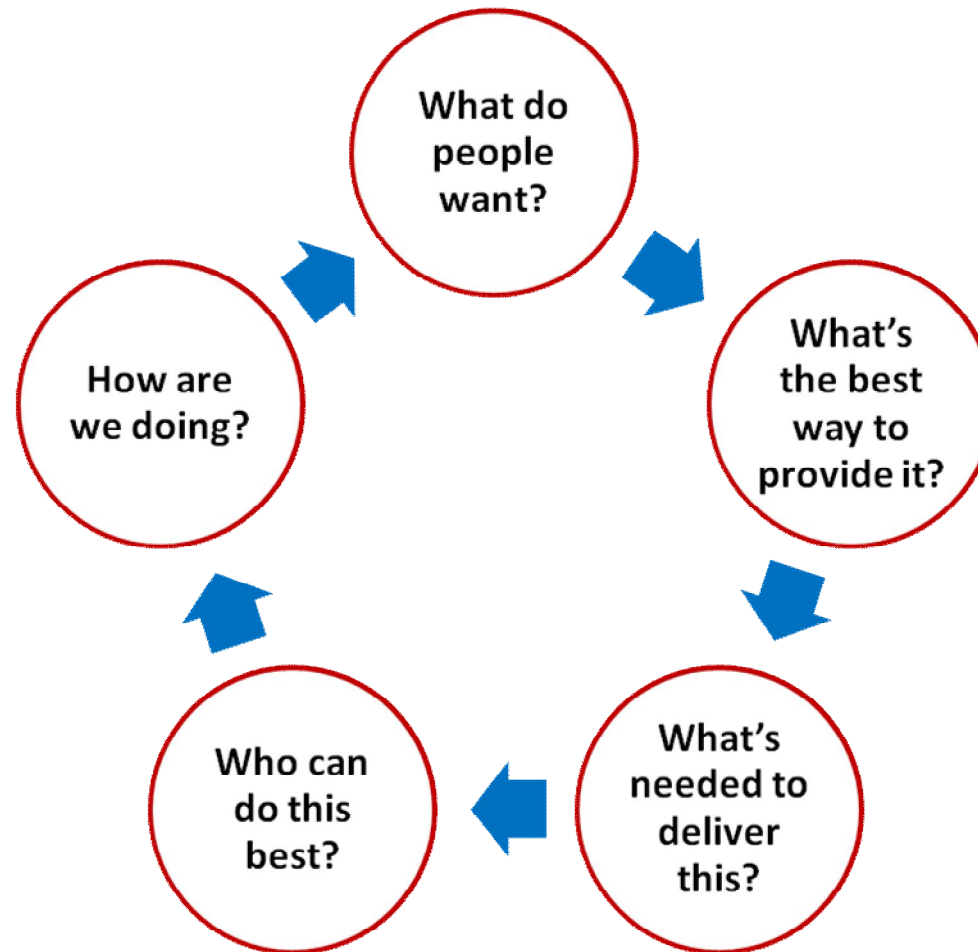
*Example of a service:*

**Elderly people in their home get help with domestic tasks**

*Example of an outcome:*

**Elderly people in their home feel safe, cared for and wanted**

# The commissioning cycle



# Potential areas

**Children's centres/nurseries**

**Community hubs**

**Home care**

**School improvement**

**Environmental services**

**Research & intelligence**

# How to approach it?

