Income generation through strategic commissioning

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commissioning?

Strategic commissioning is the activity of dentifying need, allocating resources and procuring a provider to best meet that need, within available means. The process of strategic commissioning looks to create a market of providers who are capable of neeting identified needs and deliver agreed outcomes efficiently'.

Why does it make sense?



- generates income
- sustains services
- widens role
- improves prospects
- raises profile

Rhyme lime

artnership with Early ears

o promote language and earning skills

hyme Time sessions rovided free in libraries



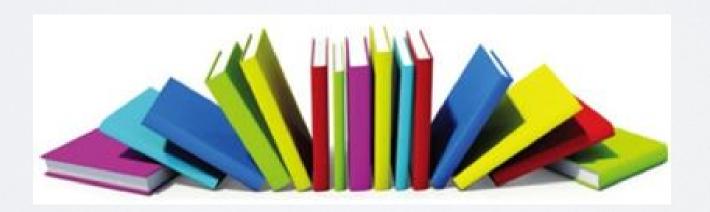
Dooks on Fleschphon

- Partnership with Adult Social Care and NHS Warwickshire
- Meeting local need for low-level help for people with mental health issues
- Supports the health and well-being agenda



Joks on Fleschphon-Solle

- "Many mental health problems start early in life. We know from schemes operating elsewhere that carefully chosen selfhelp guides can really help address issues at an early stage, and this scheme offers resources that can support the work of a range of services working with young people, as well as being available for the young people to access for themselves."
- Kate Harker, Joint Commissioning Manager, Multi Agency Commissioning (Warwickshire)



Police enquiries

Partnership with Warwickshire Police

Police enquiry service available in libraries

Low-cost local access point for customers



Heritage and Culture



- Heritage and Culture events held in libraries
- More cost-effective
- More widely available

Mobile library service

Commissioned by neighbouring authority

Maintaining their service and saving money

Service Level Agreement



Getting in Shape

- Strategic and operational heads of service
- Developing services in tandem
- Strategic commissioning embedded in our structu
- Strategic arm commissions Operations to deliver services

Approach

- Think bigger and smarter
- Research opportunities
- Investigate crossover
- Embrace wider challenges
- Be prepared to 'let go'

Selling ourselves

front-facing

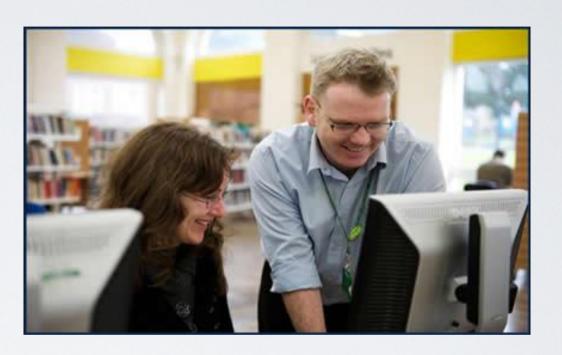
cost-effective

trusted

visible

accessible

skilled





Evaluation

- Evaluation
- Evidence
- Performance
- Value for money



I op tips

- Develop good relationships
- Play to your strengths
- Modesty is not the best policy
- Get noticed become a 'player'
- Learn to think big