

# Income generation through strategic commissioning

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# What is strategic commissioning?

Strategic commissioning is the activity of identifying 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 meeting identified needs and deliver agreed outcomes efficiently'.

# Why does it make sense?



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

# Rhyme Time

Partnership with Early Years

to promote language and learning skills

Rhyme Time sessions provided free in libraries





# BOOKS ON Prescription

- 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



# BOOKS ON Prescription-Only

- “Many mental health problems start early in life. We know from schemes operating elsewhere that carefully chosen self-help 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 structure
- 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



# Top tips

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