

Shared services and broadening commercialism in local government

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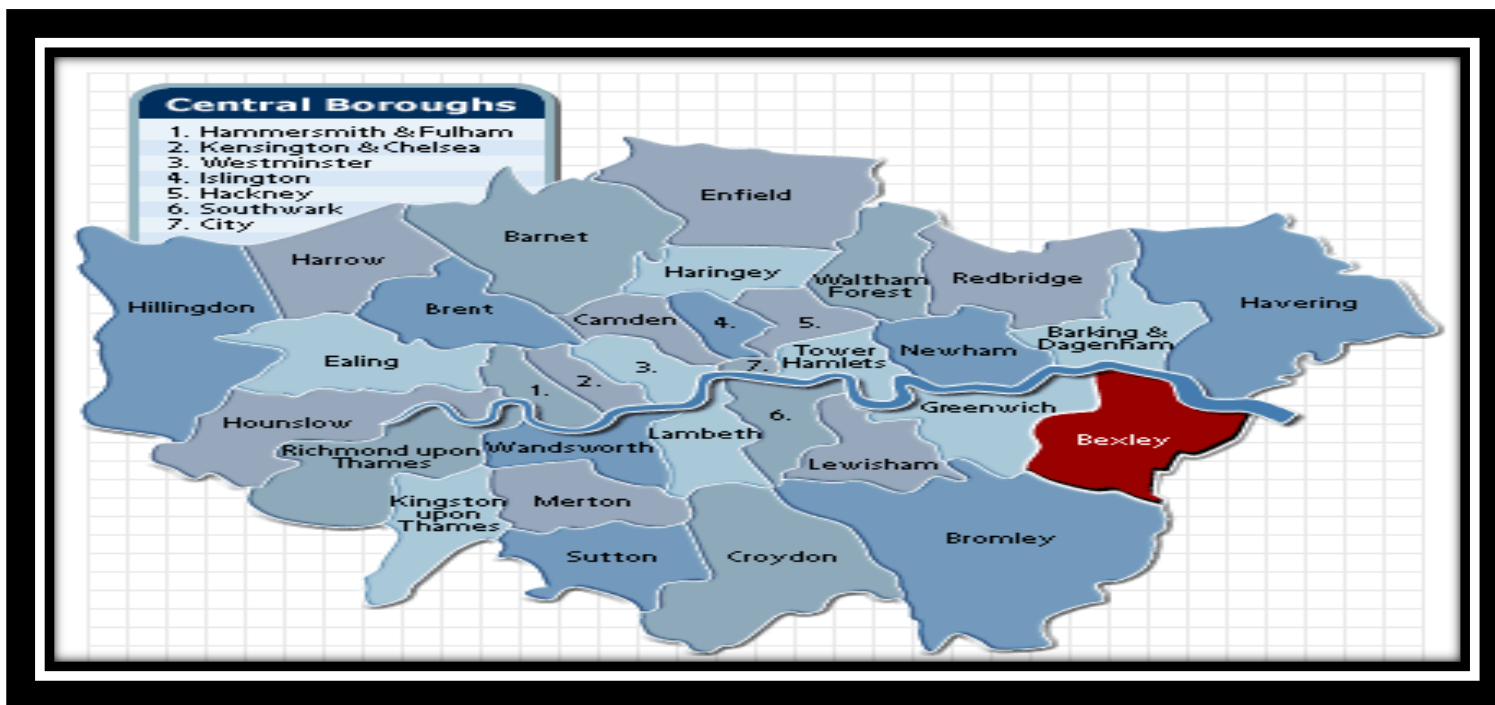
What I'm going to cover today



Bexley story so far?



Bexley



- LB Bexley covers an area of 61 square kilometres. 7th largest borough by area.
- 91,607 dwellings, 232,000 people live in this area and growing
- 1 in every 6 people is 65 and over
- Children under 5 increasing
- Highest combined household recycling
- Bexley is one of the greenest boroughs in London

What do we mean?

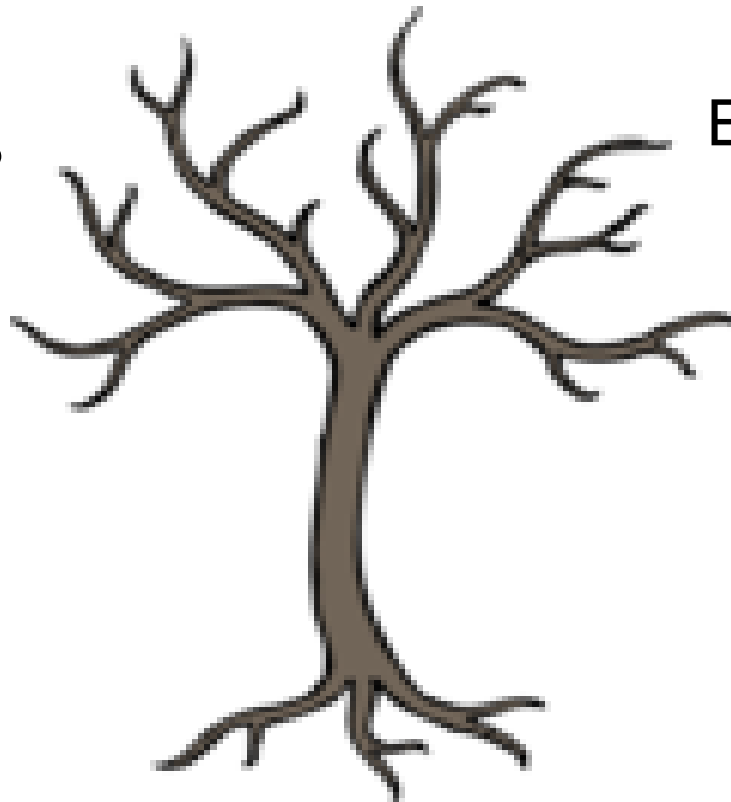
Commercialisation?

Entrepreneurial?

Shared Services?

Trading?

Investment?





Bexley

The story so far.....

No HRA and disposals

75% spent with 3rd parties - outsourced

Shared services – pragmatic approach

Trading with schools including academy chains

All driven by vfm.....



Bexley - where next

Growth – strengthen balance sheet – stake for residents and businesses

Diversifying revenue streams to fund outcomes and services

Collaboration and sharing driven by outcomes and ambition not just pragmatism

Relentless focus on being self-sufficient



Bexley – more commercial approach

- Borrow to invest in our balance sheet and growth
- Partner with those we can deliver outcomes with but also to share higher(?) costs
- Companies and joint ventures
- Active supplier management and market shaping
- Trading
- New opportunities to charge
- Easiest to pay

What have I learnt.....?

Broad definition

Need for strong narrative

Political buy-in



Don't be afraid



