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Dear Colleague,

Implementing McClelland – Learning from Byatt

The Scottish public sector is facing the toughest financial climate for many years and local authorities will need to find new approaches to delivering greater efficiency. Relying on the tried and tested will no longer be an option for many, but where should local authorities go to get the right knowledge to help them prepare for this step change?

I have pleasure in attaching an early copy of the new white paper ***Implementing McClelland – Learning from Byatt*** written by Ken Cole who is just finishing a three year secondment from SPS as Director of the London Regional Centre of Excellence. Ken is an acknowledged expert in driving forward collaborative working and managing efficiency projects. He is currently working with chief officers at Stirling Council on delivering efficiency gains and has also developed the business case for establishing a procurement function at Clackmannanshire Council.

Ken will be launching his white paper at a half day seminar ***New Approaches to Efficiency and Collaborative Working - Beyond the McClelland Report*** to be held on ***Friday 1st February 2008*** at The River House in Stirling. This seminar will feature some excellent speakers, covering a range of highly relevant topics including:

- ◆ The use of market intelligence to manage costs and risk in Adult Social Care
- ◆ Understanding the business case for investing in procurement and the wider efficiency agenda
- ◆ Learning from the English experience, the mistakes made and the opportunities to accelerate progress in Scotland

There will also be an opportunity to see what others have done and to network with colleagues from other authorities.

You are cordially invited to attend in person or send colleagues. A copy of the agenda is on the reverse.

Further copies of the white paper will be available in early January in electronic format from our website (www.sps-consultancy.co.uk). Hard copies can be requested by calling Rowena Ward on 0131 200 6045, or by emailing rowena.ward@sps-consultancy.co.uk.

I do hope that you can attend on 1st February. However, please feel free to contact me if you would be interested in attending a future event or discussing how SPS can help your council.

Yours sincerely

A handwritten signature in black ink that reads 'Alison McCreath'. The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Alison McCreath
Managing Director



New Approaches to Efficiency and Collaborative Working

Beyond the McClelland Report

When: 1st February 2008

Where: The River House, Castle Business Park, Craigforth, Stirling FK9 4TW

Who: Service Heads (especially Adult Social Care)
Senior Finance and Procurement Managers
Heads of Policy and Improvement
Staff involved in shared service and other collaborative projects

Highlights at a Glance

- ◆ Assessing risk management in Adult Social Care provision
- ◆ Learning from England's mistakes and building on their successes:
 - ◆ Maximising the Opportunities
 - ◆ Collaboration
 - ◆ Supplier Relationship Development / Strategic Supplier Intelligence
 - ◆ Exploiting Markets to your advantage
 - ◆ Creating robust business cases
- ◆ Understanding how and why "one size does not fit all"
- ◆ New sources for delivering sustainable business cases

As we are limited to a maximum 50 places there will be a restriction of 3 representatives per Authority – places will be allocated on a first come first served basis.

To secure your place or request further information please send your details to:

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Agenda

10-00 Arrive and Coffee

10-30 Welcome and Setting the Scene - Alison McCreath (Managing Director, SPS)

Alison sets the scene for the day briefly explaining who we are, what we contribute, and where we are going.

10-45 Keynote Speaker - Launch of white paper 'Implementing McClelland, Learning from Byatt' - Ken Cole FCIPS

Ken, who is finishing a secondment as Director of the London Centre of Excellence, introduces his white paper and sets out the likely road ahead on efficiency for the Scottish public sector.

11-15 Q&A

11-25 Making the Most of Market Intelligence in Adult Social Care - Alex Ranson

Alex, a former City analyst who has spent the last two years in the public sector working on procurement efficiency, talks about how new market and corporate intelligence techniques can be used to inform your supplier engagement strategy and help manage cost increases and exposure risk.

11-45 Is There a Business Case for the Efficiency Agenda? - Rowena Ward

Rowena explains where the money is likely to be spent and how it is possible to create robust and sustainable business cases for investing in the efficiency agenda, but not necessarily where people may think.

12-10 Learning from Others - Alison McCreath

Alison looks at some of the tools and off the shelf solutions that are available now at relatively low cost that could help to fast track the Scottish public sector in 2008.

12-30 Close and Buffet Lunch

Representatives will have the opportunity to look at the tools and techniques described by Alison and to talk to representatives from SPS, procurement classification specialists and ProClass managers Coding International (www.codinginternational.com) and NIP (www.niptd.com) the developers of some of the solutions shown.

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