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Swindon Commercial Services Limited



A Need to Think and Act Differently



Who are we

- Swindon Commercial Services **Limited** (SCS)
- “Wholly Owned Company of Swindon Borough Council”
- **Trading** since 1st January 2010
- Turnover £60 – £65m, employing 800 people
- 3 core business streams, 17 trading arms
- Politics



The transition experience & lessons learned

- June 2005 PwC 1 – **A Review of Swindon Services**
 - ALMO
 - Sale
 - JV
 - Tender programme of services
- June 2006, Cabinet approved the recommendation “to establish SCS as an in house **‘strategic partner’**”
- February 2007, PwC 2 – **One Year On: Transformation – the next steps. A follow-on review of SCS**
 - A tool in the marketplace
 - Delivery only response
 - Governance
 - Ability / speed of transformation

Final Approval to move to a Wholly Owned Company

- June 2009 – Outline Business Case presented to Cabinet.
 - One-off funding earmarked for **transition costs** (SBC / SCS)
- December 2009 - Final Business Case (FBC) presented to Cabinet
 - **SCS 5-year Business Plan**
 - Internal Audit “Test of Readiness”

“ The best we can be ”

MD early move to new company

Clear Vision / Twin Aims

- **Vision** “to be a profitable and growing, independent business, which is a service provider of choice”
1. A greater focus on external trading to bring about an increasing dividend return to SBC
 2. Delivering VFM to SBC through innovative service delivery

Pensions

- Local Government Pension Scheme (LGPS), Wiltshire Pension Fund
- Admitted Body Status
- Transfer Admitted Body (TAB) Agreement
- Capped company contribution 15%
- Left SBC fully funded
- **Closed Scheme – only open to any SBC staff** who may transfer over to Swindon Commercial Services Ltd in the future (no more new members)
- **Stakeholder Pension Scheme** for new starters through 'Scottish Widows'

Working with the Unions

- Union Consultation led by Managing Director.
- Strong Union support from the outset
- Fortnightly / weekly meetings

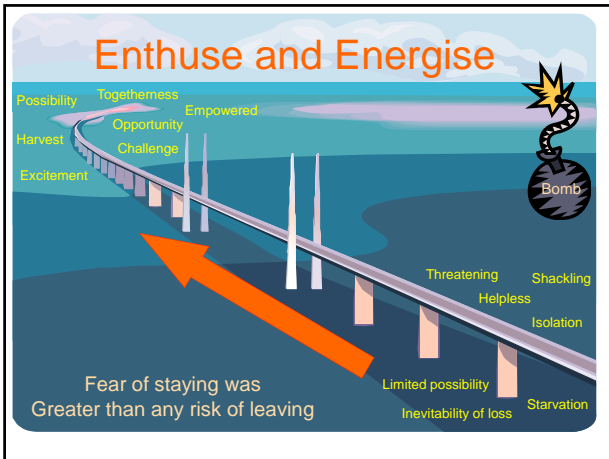
“The 16 elected Union Representatives to the staff side of the departmental Joint Consultative Committee fully support and endorse the initiatives and direction taken by our Managing Director in moving this organisation forward to deliver a modern commercial service to the advantage of the Council and the people of Swindon”.

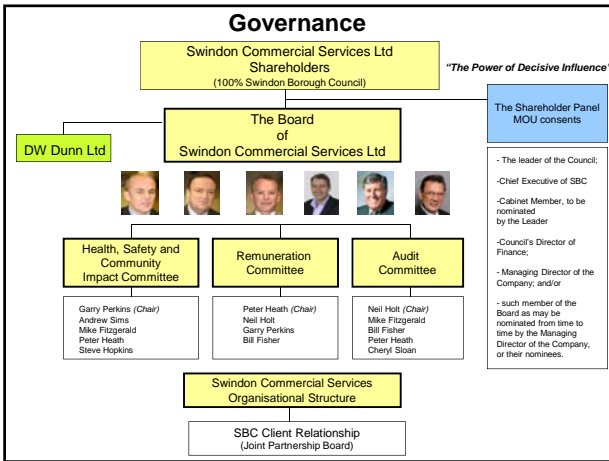


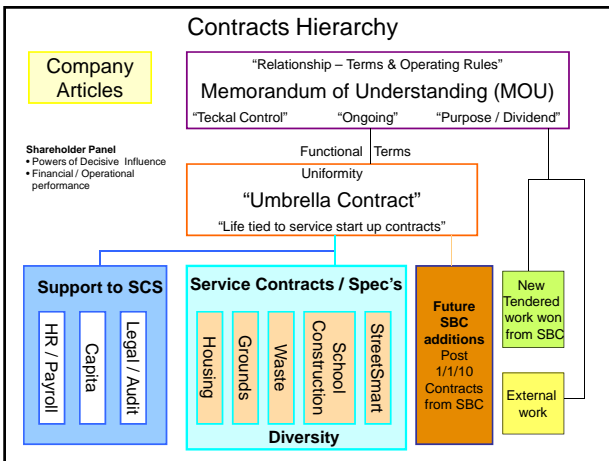


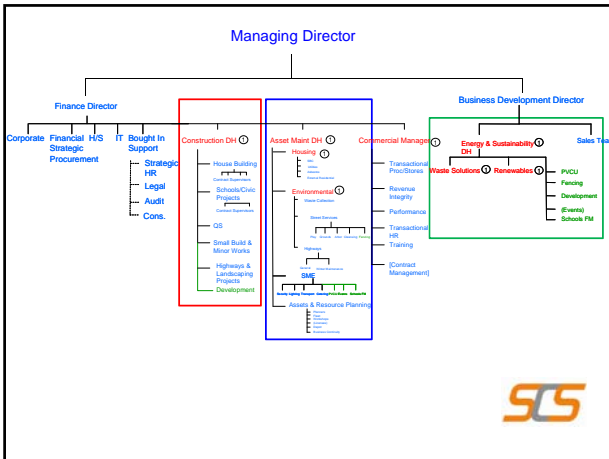
Clear Messaging is key to success

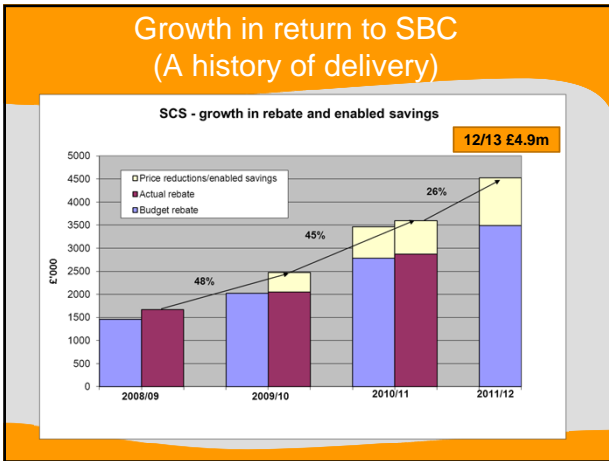










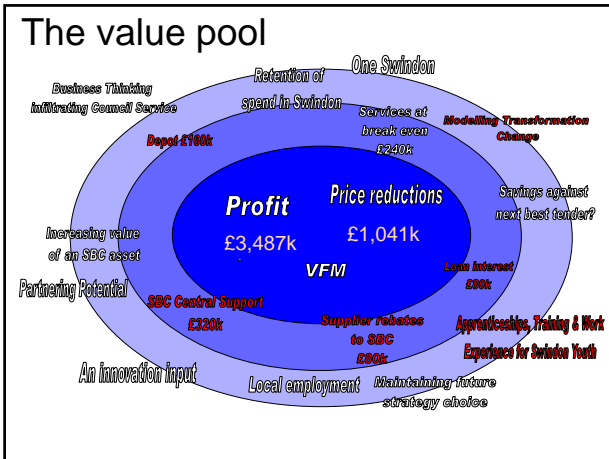


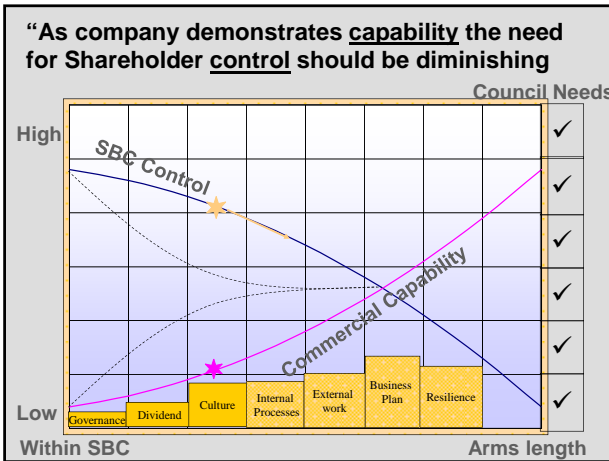
SCS have challenged any assumption that the choice is public or private service delivery

“The best of Public and Private”

Thank you for waiting. You are now leaving the public sector.

Welcome to the Commercial Sector







Its not all smooth waters

- The economic climate
- “Teckal” accelerant or shackle
- Mutual trading status
- Being owned by political “Shareholder”
- Retained profits

What's New?



Who do we serve

