

Making The Most of Expenditure Analysis

Introducing a one day training programme developed by
Strategic Procurement Service and SpikesCavell&Co

Spikes Cavell & Co
KNOW, KNOW, KNOW

Strategic Procurement Services



BACKGROUND

Many local authorities have now undertaken a comprehensive analysis of their third party expenditure information to support future planning and to help achieve efficiency and cashable savings. Gaining easy access to this information is essential for many reasons including, producing evidence based procurement strategies, identifying areas where collaborative working is likely to deliver the best results and developing effective negotiation and supplier relationship management tactics.

However, the investment in expenditure analysis will be wasted if you do not have the skills and knowledge required to interpret the information and use to deliver cashable savings, efficiency gains and service improvements.

SpikesCavell&Co and SPS have teamed up to produce an exciting one day training programme which will allow all local authorities that use our services to rapidly gain the skills and knowledge to interpret and deploy the expenditure information to maximum effect. More than 180 local authorities subscribe to the SpikesCavell&Co **Observatory**, while others are aware of the high quality strategic services delivered by SPS.

This one-day training programme is suitable for all local authorities and any public sector organisation that wishes to gain the knowledge and skill sets to make the most of their expenditure analysis.

PROGRAMME CONTENT

This is a management programme based around analysing the third party expenditure of a fictional local authority, although it can be tailored to use real information from groups of authorities. It requires no technical knowledge and is highly interactive to maximise the transfer of knowledge to those people attending. The programme covers practical advice on how to interpret the expenditure analysis, the issues that will be faced and how the information derived can be used to improve performance across any public sector organisation. The agenda includes:

- Summarising expenditure data
- Understanding the importance of third party expenditure to the business planning and efficiency process and the delivery of corporate policies
- Interpreting the information to improve services, reduce costs and measure performance
- Understanding where the information can be deployed to get the best results, particularly in supporting collaborative working
- Highlighting barriers and issues that are likely to prevent the expenditure information being used to deliver results and measurable outcomes
- The importance of reliable coding and classification

TARGET AUDIENCE

This programme is specifically designed for:

- Chief officers and service managers responsible for performance management and the delivery of efficiency improvements and cash savings
- Internal auditors who need to monitor adherence to policy, contract and value for money
- Finance and budget managers wishing to understand how they can achieve more for less
- Procurement specialists who want to know how to get at spend data and how to interpret it
- Finance system specialists who need to provide data and understand from a procurement point of view its importance to delivering cashable savings and better quality services
- Financial and procurement systems implementers who need to understand how to set up IT systems to generate the information requirements needed to support the 'Gershon streams'

BENEFITS TO INDIVIDUALS ATTENDING

The programme will help representatives to:

- Interpret their expenditure analysis, quickly and very effectively, without the need for external consultancy support
- Provide the basis for identifying potential areas for delivering cashable savings, efficiency gains and service delivery improvements
- Identify where collaboration on a regional or sub-regional basis is likely to improve the quality of services and/or reduce costs immediately and in the longer term
- Brief Members and Chief Officers on how overall performance and services can be improved using existing resources

BENEFITS TO EMPLOYING ORGANISATIONS

The programme will enable public sector organisations to:

- Have a full understanding of their supply base and the range of categories of products and services that are being acquired by service departments
- Develop appropriate strategies for managing and improving all third party expenditure
- Support an evidence based approach to improving CPA ratings, delivering savings and efficiency improvements and implementing the National Procurement Strategy
- Identify cultural and other business issues that will be faced in carrying out this work
- Provide a baseline from which effective and straightforward key performance indicators (KPIs) can be set to measure the impact of any changes
- Improve the implementation of financial and procurement systems (including e-Procurement)

"To be effective, collaboration and joint procurement needs full and reliable information on who is buying what, from whom, and through what means."

HM TREASURY / CABINET OFFICE
Efficiency in Civil Government
Procurement 1998 (ISBN0947819592)

"The experience of the Procurement Agency for Essex and its member authorities shows what public sector organisations can achieve by turning their current data into valuable management information to guide their pursuit of efficiency gains; especially through smarter and collaborative procurement."

PETER QUINN
DIRECTOR
PROCUREMENT AGENCY FOR ESSEX

"Viewing our expenditure data through Spikes Cavell's Observatory has opened our eyes to the opportunities to manage procurement more positively in order to achieve a variety of aims. The opportunities are significant and make the investment in the data analysis worthwhile and in my opinion, essential."

PAUL NAYLOR
DEPUTY CHIEF EXECUTIVE,
ASHFORD BOROUGH COUNCIL

GETTING STARTED

You can benefit from this programme in two ways.

By arranging a private event for your own organisation (or group of organisations) at a time and place to suit you (minimum of eight, maximum of sixteen delegates)

Or by contacting us - we will hold a register of interested parties and put you in touch with those in a similar geographical area in order that you can come together to arrange a course

For more details contact

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