

Record of decision taken under delegated powers by a council officer



Title:	New Models of Delivery – Options Appraisal (Fire)
Divisions Affected:	All
Key Decision:	No
Reason Key:	
Decision taken under delegation by virtue of:	Cabinet decision (Cabinet, 23 September 2014 Min ref: 192/14)

Summary

The Council identified the potential to generate income by delivering training, including fire training, services and potentially other relevant activities to a range of organisations. In September 2014, the Cabinet confirmed its support for this approach and agreed that, through a procurement process, the Council would seek a commercial partner for the delivery of these activities, entering into a collaborative agreement with the successful partner to jointly pursue work in this area.

A competitive dialogue process was put in place and interested parties invited to submit proposals by 7 December 2014. Three bids were received and following interviews, the Panel unanimously agreed that Babcock Training Ltd was the Council's preferred partner.

The Cabinet delegated authority to the Strategic Director for Business Services, in consultation with the Cabinet Members for Business Services and Community Services, to enter into a collaborative agreement with the successful commercial partner.

Once the agreement is in place, the organisations will start working together to jointly bid for upcoming training contracts and other relevant activities. If successful in gaining work in this area, an appropriate delivery model or models will then be put in place to deliver the agreed services, with further reports to Cabinet as necessary.

Decision made

Decision made:

It was AGREED that the Council sign the collaborative agreement with Babcock Training Ltd for the delivery of training (including fire training) services to third parties and other relevant activities.

Reasons for Decision:

The Council identified the potential to generate income by delivering training, including fire training, services and potentially other relevant activities to a range of organisations and wishes to pursue this opportunity. The Cabinet supported this approach and agreed that the Council should identify a commercial partner for the delivery of these activities. The procurement exercise identified a preferred partner and a collaborative agreement is needed to formalise this arrangement.

Decision taken by:	Julie Fisher, Strategic Director for Business Services
Decision taken on:	2 July 2015
To be implemented on:	3 July 2015

Alternative options considered

A competitive dialogue process was put in place and interested parties invited to submit proposals by 7 December 2014. Three bids were received and considered. The Panel unanimously agreed that Babcock Training Ltd was the Council's preferred partner. This recommendation was put forward to the Strategic Director and the Cabinet Members, who supported this as the best way forward.

Summary of any financial implications

SFRS has identified the potential to generate increased income through partner arrangements, given the stronger market presence and increased capacity it will provide, and is one of the ways the service has identified to deliver its Medium Term Financial Plan targets. This will generate income for the Council which will help maintain the Council's financial resilience and ability to deliver services to Surrey residents.

Resources will be required to support any joint bid teams as opportunities arise. It is envisaged this would involve a small team of officers working full-time for short, intense periods of time as bids need to be developed rather than permanent secondments.

Any resource committed to bidding for work and delivery will be balanced against the likelihood of winning the work and achieving the necessary return.

Commitment of resources may vary depending on the nature of the bid and the relative expertise of each partner on a case-by-case basis. The share of benefits would also therefore vary based upon the relative contribution each partner is making to any particular contract. Where possible, resources will be identified within current budgets and teams by prioritising activity. However, where this is not possible and additional resources or backfilling of posts is required, then an invest to save case will be put forward for approval by the Investment Panel.

Declarations of conflicts of interest

None

Consultation/Process Followed

The Cabinet Members for Business Services and Community Services, along with the Cabinet Associate for Fire and Police Services, were consulted following the end of the procurement process to ensure they were supportive of the outcome. Further consultation was undertaken prior to the agreement being signed with the appropriate Cabinet Members in the new structure (the Cabinet Member for Business Services and Resident Experience and the Cabinet Member for Localities and Community Wellbeing) who confirmed that they were happy for the Strategic Director to sign the agreement.

Background Documents

Exempt:

Cabinet, 23 September 2014, Item 18 – Models of Delivery, Options Appraisal

No

Tender evaluation summary

No