

SURREY COUNTY COUNCIL**CABINET****DATE: 25 MARCH 2014****REPORT OF: MS DENISE LE GAL, CABINET MEMBER FOR BUSINESS SERVICES****MRS HELYN CLACK, CABINET MEMBER FOR COMMUNITY SERVICES****LEAD OFFICER: JULIE FISHER, STRATEGIC DIRECTOR FOR BUSINESS SERVICES****RUSSELL PEARSON, CHIEF FIRE OFFICER****SUBJECT: SE BUSINESS SERVICES COMMERCIAL OPPORTUNITY****SUMMARY OF ISSUE:**

Surrey County Council, as with other public sector bodies, is faced with delivering services to the public in the context of reduced funding. One option is to realise alternative sources of revenue through commercial activities.

S.E. Business Services Ltd (a wholly owned company of the county council) was established in 2013 for the purpose of generating alternative sources of revenue.

SE Business Services has recently been selected as the preferred bidder for the provision of Fire Services to a commercial customer. In common with standard commercial practice this opportunity is covered by a legally binding Non-Disclosure Agreement. Therefore the detail of this opportunity will be covered in Part 2.

This report seeks Cabinet endorsement for S.E. Business Services Ltd (a wholly owned company of the county council) to provide Fire services under a commercial contract arrangement.

RECOMMENDATIONS:

It is recommended that:

1. The Cabinet endorses the proposal that S.E. Business Services Ltd (a wholly owned company of the county council) provides Fire services under a commercial contract arrangement.

REASON FOR RECOMMENDATIONS:

The reasons are:

- The securing of an alternative source of income for the benefit of Surrey residents and the wider community.
- This opportunity demonstrates the County Council's intent and ability, through

SE Business Services, to secure alternative commercial sources of revenue.

- The opportunity provides a sound platform for future Business Development and the pursuit of other value adding opportunities.
- The opportunity provides an excellent practical learning experience for development of commercial capabilities within a public service ethos. Placing Surrey County Council at the forefront of Public Service thinking.

DETAILS:

1. The details are covered by the legally binding Non-Disclosure Agreement and are covered in the Part Two Report.

CONSULTATION:

2. Consultation has been limited as a result of the Non-Disclosure Agreement and is covered more fully in the Part Two report. The opportunity has been presented to the council's Shareholder Board.

RISK MANAGEMENT AND IMPLICATIONS:

3. Risk management issues are covered in the Part Two report.

Financial and Value for Money Implications

4. Further information is provided in the Part Two Report.

Section 151 Officer Commentary

5. The Section 151 Officer has commented on the Part Two report.

Legal Implications – Monitoring Officer

6. The contract will be between SE Business Services Ltd, an independent legal entity, and the customer.
7. Further information is provided in the Part Two report.

Equalities and Diversity

8. SE Business Service's Equality and Diversity Policy has been produced in consultation with Surrey County Council and reflects the values and ethos of the Council.

WHAT HAPPENS NEXT:

- Subject to Cabinet endorsement, SE Business Services aim to sign the contract on 31 March 2014.

Contact Officer:

Chris Bradley, Senior Commercial Manager, Shared Services – 020 8213 2757

Consulted:

- Chief Executive Officer, Surrey County Council
- Chief Fire Officer, Surrey Fire & Rescue Service

Sources/background papers:

This page is intentionally left blank