

**EAST SUSSEX COUNTY COUNCIL AND
SURREY COUNTY COUNCIL**

ORBIS JOINT COMMITTEE



DATE: 18 JULY 2016

LEAD OFFICER: KEVIN FOSTER (CHIEF OPERATING OFFICER) AND JOHN STEBBINGS (CHIEF PROPERTY OFFICER)

SUBJECT: ORBIS TRANSFORMATION PARTNER

Confidential: Not for publication by virtue of paragraph 3 of Part 1 of Schedule 12A of the Local Government Act 1972

PURPOSE OF REPORT:

To provide the Joint Committee with an update on progress for selection of a transformation partner to support the implementation of the Business Plan and develop future partnership opportunities.

INTRODUCTION

1. We recognise that in order to deliver the Orbis Business Plan, some additional capacity will be required. Provision was made in the Business Plan for a commercial partner to assist with the delivery of the programme and to help develop further opportunities to grow the partnership.
2. A report detailing the reasons for seeking a transformation partner, and the approach being undertaken, was presented to Joint Committee on 22 April 2016.

RECOMMENDATIONS:

It is recommended that the Orbis Joint Committee notes progress in the selection of an organisation to support the delivery of the Business Plan.

REASON FOR RECOMMENDATIONS:

3. To ensure the Joint Committee is informed about the latest developments in selection of a transformation partner.

DETAILS:

4. Orbis has committed to a level of savings in the Business Plan (£8.3m) and it is imperative that these savings are delivered. The scale and pace required to deliver service transformation, in order to deliver improved outcomes for customers and service users, will ultimately deliver improved efficiency and reduce costs.
5. Orbis is looking for an external partner to help deliver the Orbis programme of works, which will provide a range of business advice and support needs.
6. Both Surrey and East Sussex Councils try to minimise the use of external consultancy services and we have been very clear in this instance that we are not seeking to enter into a traditional consultancy arrangement with a standard rate card approach. Therefore agreeing an innovative approach to this arrangement is

key, with both parties needing to have clearly defined commitments, deliverables and agreed outcomes.

7. Where it is possible to draw on existing skills that are already present within the business we will do this, and backfill staff roles where appropriate, as this will be less expensive than paying standard consultancy rates. An example of this could be for process re-engineering or project management, where skills of this type already exist within the business.
8. The opportunity to work alongside Orbis provides a unique opportunity for potential partners as it provides a window into the public sector, utilising the trusted Orbis brand to jointly bid for future opportunities based on the ethos of 'by the public sector for the public sector'.
9. The benefits of such an approach are many, including:
 - a. Increased capability and capacity to grow the Orbis partnership
 - b. Opportunities to share skills, knowledge and resources
 - c. Increased capacity to deliver the Business Plan
10. A procurement exercise has been undertaken through an organisation called the North East Procurement Organisation (Nepro). Nepro provide a neutral vendor solutions framework for specialist professional services and the process is fully OJEU (Official Journal of the European Union) compliant.
11. The procurement process consists of three key stages; initially a request was made for expressions of interest, this was followed by inviting five providers to attend individual sessions to undertake some initial soft market testing.
12. Providers were then asked to submit a formal proposal based on a more detailed specification of our requirements. An evaluation process was undertaken to assess the formal proposals received.
13. The selection process resulted in the appointment of Ernst & Young as the overall transformation partner (subject to Cabinet Member decision to award the contract).

CONSULTATION:

14. A report detailing the approach and reasons for seeking a transformation partner was shared with the Orbis Joint Committee on 22 April 2016.
15. Officers and Nepro staff involved in the selection process are listed below:
 - Kevin Foster – Chief Operating Officer
 - John Stebbings – Chief Property Officer
 - Leatham Green – Programme Director People and Change
 - Matt Scott – Orbis Chief Information Officer
 - Laura Langstaff – Head of Procurement
 - Keith Coleman – Procurement Category Manager
 - Chris Penny - Implementations and Service Optimisation - Nepro

WHAT HAPPENS NEXT:

16. Engagement with Ernst & Young to agree the scope and provision of the contract and determine how we will operate in partnership, with clearly defined objectives and deliverables on both sides.

Contact Officer:

Adrian Stockbridge, Orbis Programme Manager (07837 170418)

Consulted:

Kevin Foster – Chief Operating Officer

John Stebbings – Chief Property Officer

Leatham Green – Programme Director for People and Change

Annexes:

A Part 2 annex to this item is attached to this Agenda as item

Sources/background papers:

- Joint Committee transformation partner report 22 April 2016
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