

# Councils Approach to Collaboration for Commercial Benefit

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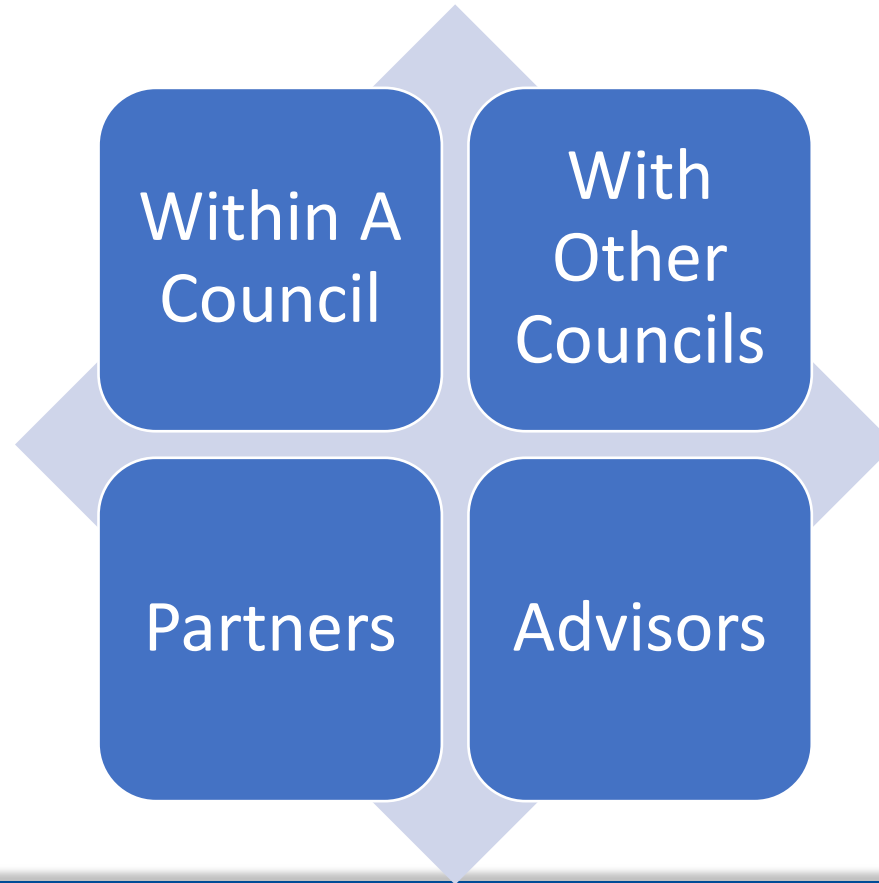
Chief Executive

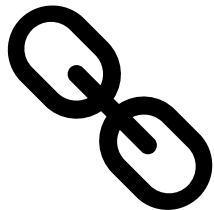
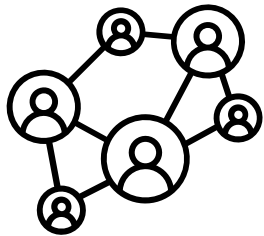
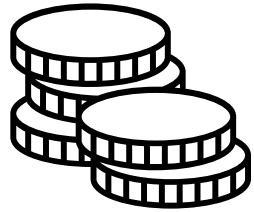
Southend on Sea Borough Council

20 May 2021

# What will I be covering today

Councils approach to collaboration with:





# Collaboration within a council

Mindset

Income generation

Social value

Joint Commissioning and procurement

# Collaboration with other councils:



Partnering with  
businesses



Joint bidding and  
business cases




Cross fertilisation of  
work to strengthen bids




Shared services and  
expertise

# Collaboration with Partners




Development partners

- Co-delivers
- Expertise
- Capacity
- Investors
- Delivery vehicles e.g. SPV/LLP



Suppliers

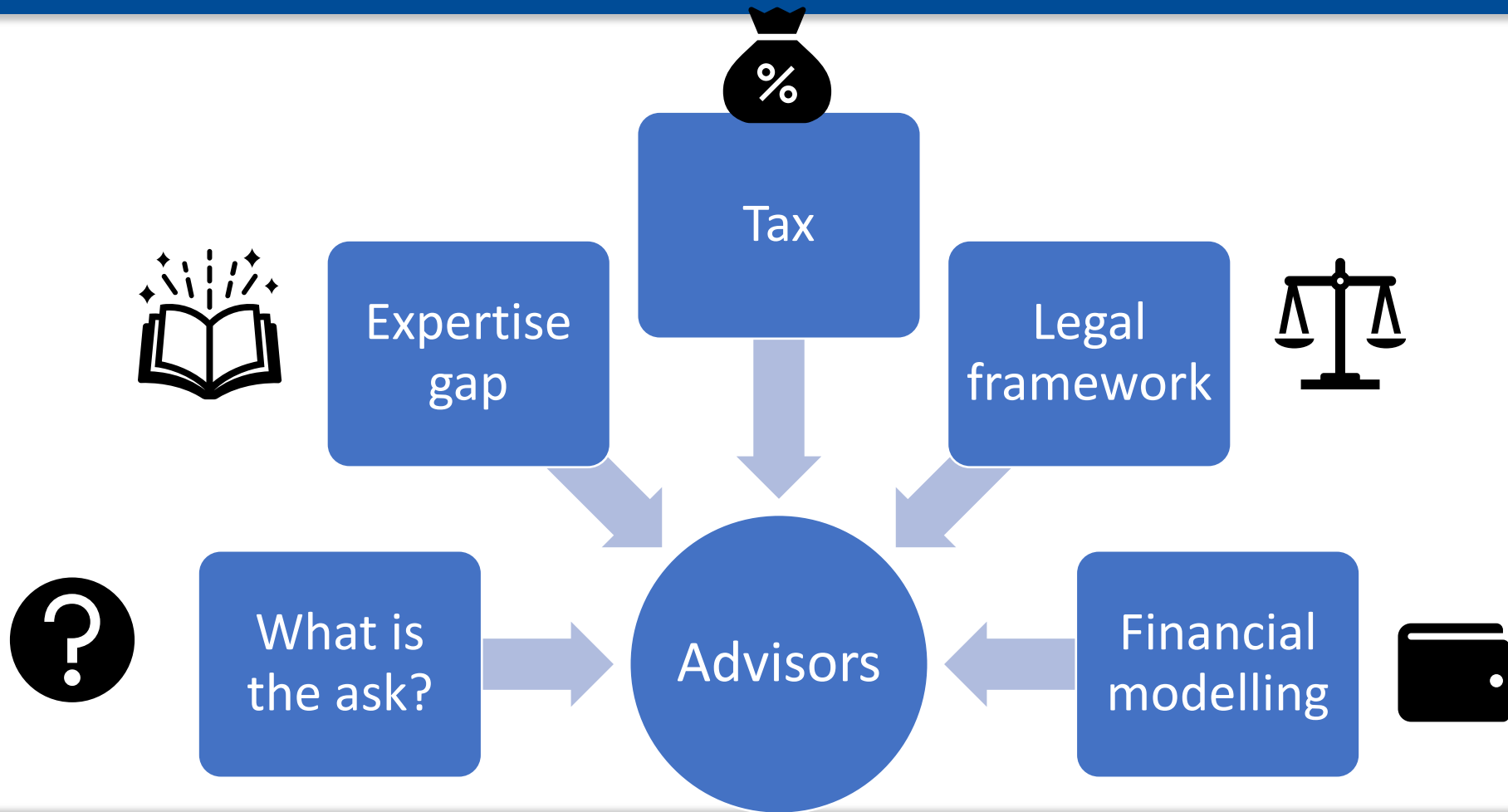
- Commissioning
- Procurement
- Social value
- Local pound



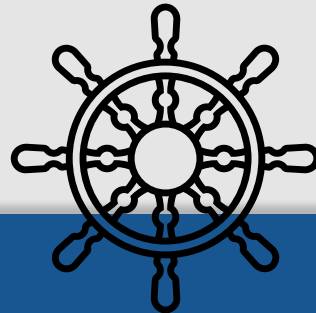
Investors

- Government
- Private investors

# Collaboration with Advisors



# Opportunities for Collaboration:



## Top Tips

Clear on Shared goals

Know where the red lines are

Understand how to resolve differences

Dispersed leadership

Shared Values

# Any further questions

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