

# Commercial Contracting

## The Challenge

### About The Challenge

The Challenge is a short, in-depth capability review, looking at a wide range of success factors which indicate how prepared your organisation is to manage its key contracts and associated relationships effectively and consistently.

Using our web-based contract & relationship management diagnostic:

- key stakeholders assess your organisation's current performance and
- define future aspirations based upon what they believe good looks like.

This allows us to provide you with advice and solutions to help you achieve your organisational aspirations and build on areas of existing success.

**If you see contract and relationship management as being an essential part of successful outcome delivery, cost control, expectations management and creating value, then *The Challenge is for you.***

### Why you should take this Challenge

Good contract management helps to:

- control costs,
- protect your reputation,
- improve service delivery,
- build relationships, and
- create value.

The cost of a failing contract on front line services often has widespread consequences with demand increasing and budgets shrinking.

The Challenge will enable you to:

- **Establish a baseline** for current contract & relationship management performance and identify key areas for improvement
- **Raise its profile** and importance within your organisation
- **Set priorities** for investment into supporting systems, people, processes and leadership
- **Identify areas of good practice** in your organisation or areas of possible weaknesses
- **Focus attention** on "what really matters" in managing contracts and relationships with your external suppliers

“ So much effort is put in to getting the contract in place and then more often than not, it is either forgotten about or the relationship management is handed to someone with no experience or even time to make it work. ”

Sally Guyer  
Global CEO

World Commerce & Contracting Association

### Booking a Challenge

Either email your enquiry to [info@sps-consultancy.co.uk](mailto:info@sps-consultancy.co.uk). East of England LGA members can contact Joe Winter, [joe.winter@eelga.gov.uk](mailto:joe.winter@eelga.gov.uk).

**The Challenge costs £5,300 and delivers results in 4-6 weeks.**

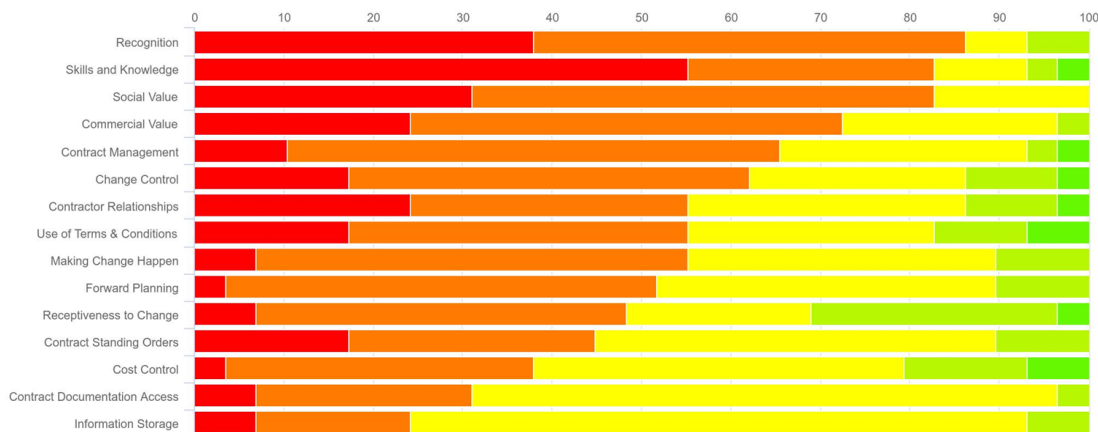
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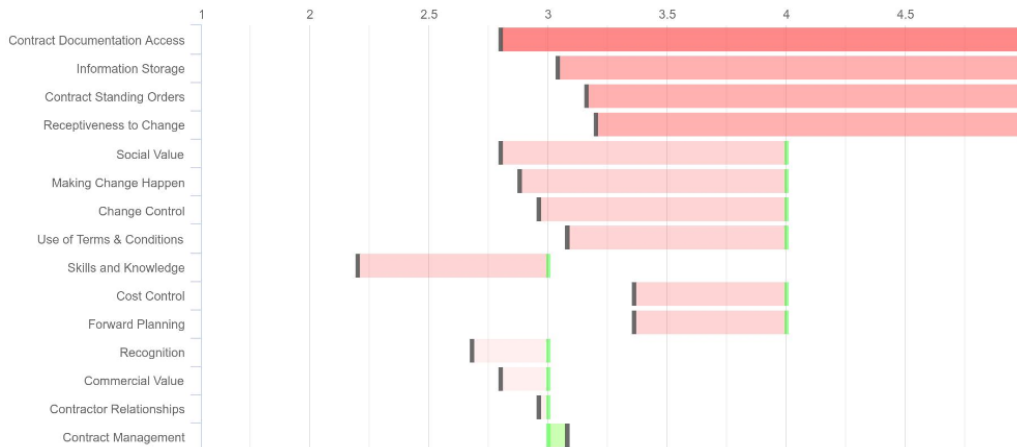
### How you will benefit

The Challenge approach is designed to engage and motivate all participants:

- Surfacing and addressing any differences in perception
- Establishing a collective appreciation of the things that matter
- Developing a clearer sense of what good looks like in all aspects of contract & relationship management



The differences in perception against 15 critical success factors, or value codes.



How we currently score (black) against the (green) desired state.

You determine what matters to you and your council, where you want to be and the steps needed to get there.

An illustrated management report captures findings and reinforces this message.

“ The challenge was thought provoking and thorough from the start. It gave our leadership team new insights into where and how we needed to improve our approach to contract management and find new sources of value in the outcomes that we achieve. ”

Alison Griffin,  
Chief Executive  
Southend-on-Sea Borough Council