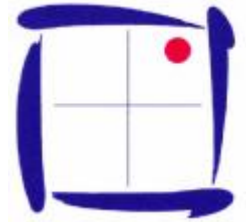


Delivering the efficiencies you promised in your AES



Background

The Gershon Efficiency Review tasks Local Government to demonstrate that it has released resources to front-line service delivery through the calculation of both “cashable” and “non-cashable” efficiency savings.

Typically, the Annual Efficiency Statement (AES) was prepared by Finance or CO's office with little buy-in from Service Leaders, the numbers look good and the arithmetic is correct but...

- ✓ Managers, supervisors and staff within any one Service may not be committed to the targets set.
- ✓ The management may not have a solid plan to deliver the efficiency gains.
- ✓ The performance targets or their departmental measures may be in conflict with, or guide behaviour to be contrary of, the aims of the AES.
- ✓ The gains in the AES for one service are based upon the completion of a project in another service which is in jeopardy due to poor project management.

All too often the way that these problems come to the fore is when a retrospective audit is conducted to determine whether or not the savings promised 12 months ago have been achieved. Looking back to see what efficiencies have not been realised is never going to be as profitable as looking forward at an early stage to find out what can and cannot be realistically achieved.

ValueAdding.com's AES Deliverability audit

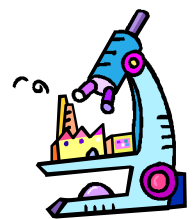
ValueAdding.com offers an *AES Deliverability Audit*.

We aim to undertake a rapid check on your readiness to make the stated gains and on the progress you must make towards your future AES targets.

We do not check the arithmetic within the AES or put the finance department under the microscope but we do look at the programme dependencies in human terms.

We focus on the staff aspects and produce a report for the Chief Officers Team designed to focus their remedial action. This is an opportunity to get it “Right First Time”

RFT





Our Approach

The ValueAdding.com approach is to complete a series of short interviews with heads of service and their key managerial staff. We will discuss the AES that has been produced and review the action plans that are either in place or need to be developed to achieve them. We will encourage managers to correlate the financial requirements of the Council with the day to day action plans of their department.

Because we are external to the Council and independent we are seen as non-threatening and are therefore able to develop a fuller understanding of the delivery capability of any one project or a series of them. Our focus is on enabling you to deliver benefits. Our practised interview techniques encourage participation and open discussion.

Whilst the AES quantifies the scale of the financial opportunities, our unique audit illustrates to management the likelihood of success and also identifies the actions that need to be taken to achieve success.



We Deliver

Our recommendations cross correlate your projects and activities from service to service and department to department. They give you an immediate and clear understanding of which efficiency gains will require additional resource to realise and which will be produced without effort.

This work is sufficiently robust to stand alone in terms of the recommendations it produces but it may precede further initiatives on your part such as a Business Process Redesign project.

Our experience in Local Authorities allows us to understand the issues you face but also the implementation pitfalls.

Typically our work will take two weeks from commissioning to handing over a report with recommendations regarding areas for management concern as well as indications of where progress is according to plan. Our experience allows us to work quickly and accurately, saving you time and money. Our charges range from £5,000 to £10,000 depending on the scope of work undertaken.

The Benefits to Local Authorities

- Senior management will receive an independent view of the likelihood of success
- Where appropriate, a plan for further action will be drawn up and guidelines given regarding key issues and risk points
- Managers and Staff will benefit from working through their action plans in a non-threatening environment
- Management and staff will be able to link their own action plans to the financial requirements of the Council and therefore improve their understanding of the overall situation
- Cross service and cross functional dependencies will be highlighted