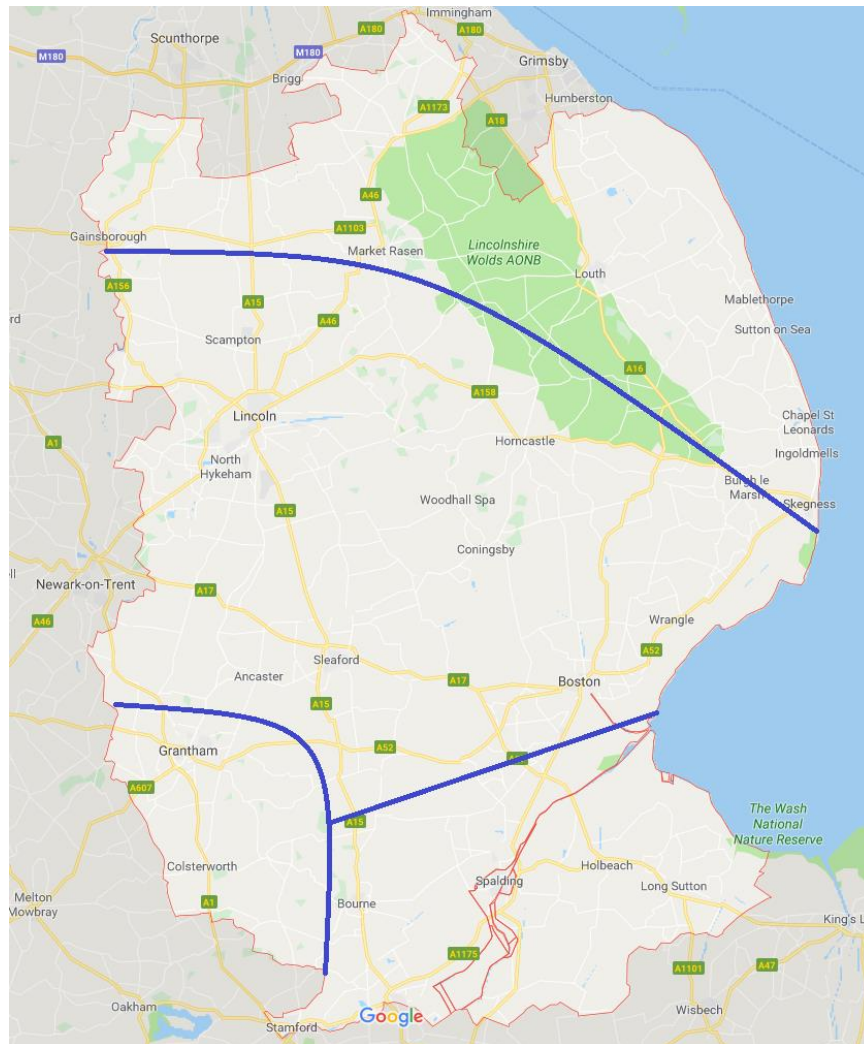


# Bikeability in Lincolnshire From Fragmentation to Outsourcing

# Outline of Session

- Bikeability in Lincolnshire Background
- Why Outsource?
- Outsourcing Process
- Post Outsourcing Situation
- Lessons Learned
- Q&A / Round Table Discussion

# Lincolnshire Background



# Why Outsource?

- Cut in number of places from 6,500 to 4,431 (L1&2)
- Tougher local authority climate
- Recruitment difficult in parts of county
- Internal team cut by 2/3

# Outsourcing Process

1. Decision
2. Liaison with Appropriate Teams
3. Informing Instructors
4. Tendering Process
5. Instructor Formal Consultation
6. Consultation Feedback

# The Tendering Process

- Invitation to Tender (ITT) or Request for Quotation (RFQ)?
  - 136 page document plus contract
- Published via local contract software and OJEU
- 30 days open
- Scoring via panel
- Period for challenge
- Award of contract

# Beyond the Process

- Monthly Reports
- Quarterly Contract Meetings
- Quality Observations

# Key Lessons Learned

- Get your head around the tender process early.
- TUPE – get adequate legal advice.
- Pensions – transfer of staff (if TUPE) with pension rights and consequences for new provider.
- Allow wriggle room in tender for additional delivery.
- Act as the convenor between all different teams – funnel information through yourself.
- Devise measureable KPIs for new supplier.



# Questions and Answers

Open Forum