

## **ONESOURCE JOINT COMMITTEE**

**3<sup>rd</sup> December 2021**

**Subject heading:**

Overview of the one source approach to trading

**Report author and contact details:**

Simon Pollock, Executive Director,  
One Source

**Financial summary:**

Not applicable

### **SUMMARY**

Trading with other councils is a central plank of the strategy for the delivery of savings within one source, and there is an emphasis within the organisation to try and increase the amount of external revenue being generated.

This report, and the presentation attached at Appendix A, provides an overview of the one source approach to trading, outlining the current situation, our ethos and offer and an indication of how we will fulfil our future ambitions in this area.

### **RECOMMENDATIONS**

1. To note the one source approach to trading presented in Appendix A.

### **REPORT DETAIL**

#### **1. Background**

- 1.1 Trading and income generation have been integral to one source since its inception in 2014. However the ambitions attached to trading have varied over the years. Time and experience have now led to a more measured approach to trading, recognising that whilst certain areas of the organisation are ripe for trading, others are not.
- 1.2 It is also recognised that trading needs to be pursued alongside our primary focus of delivering services to the partner councils and not at the expense of this, and the one source Commercial

Protocol (see appendix B), which was ratified by the Joint Committee in July 2019, sets out the agreed approach to one source shared services undertaking work for external clients.

## **2. one source approach to trading**

- 2.1 Trading with other councils is a central plank of the strategy for the delivery of savings within one source, and there is an emphasis within the organisation to try and increase the amount of external revenue being generated.
- 2.2 The presentation attached at Appendix A gives an overview of our current approach to trading, including our offer and ethos and our future ambitions for trading. It also gives a high level overview of our current contracts and trading income.
- 2.3 Referencing our future ambitions, it is recognised that that the global pandemic has interfered with the development of our trading ambitions, and attempts to expand trading to other councils has effectively been paused for many months. As we emerge from the pandemic we have a renewed approach and commitment to increasing our trading income and the presentation outlines the key activities that we will undertake to support this.

### **Appendices:**

- A. **Overview of the one source approach to trading**
- B. **One source Commercial Protocol**