

## Service Packages | Implementing the McClelland Recommendations

*Helping Scottish local authorities and public sector bodies make rapid progress with the efficiency agenda and generate real cashable savings*

### We are different.

Our approach is not just about doing a top class job, but also leaving a lasting impression and full skills and knowledge transfer. We believe it is important to give back and actively promote networking between our clients allowing them to learn from each other. We also have a Knowledge Store where we publish papers and information from a wide range of sources which you can access free of charge just by going to [www.sps-consultancy.co.uk](http://www.sps-consultancy.co.uk)

### We have the track record and experience.

We have been delivering results for our clients for over seven years. We've walked in your shoes and we understand the financial challenges and wider service responsibilities you are dealing with each and every day. Our clients from public and private sector organisations across the UK, and beyond tell us that they value the depth of expertise, independence, innovation and insight we bring to solving their complex problems.

### We work to an Ethical Consultancy Charter.

That means we want to create as much value for you as possible with the resources available, by offering fixed price contracts, re-use of research from other studies and full knowledge and skills transfer. We pride ourselves on trying to sell you as little consultancy as possible. You can get a full copy of the Charter from our website.

### We can help you.

We provide our clients with a wide range of improvement and service packages, usually at a fixed cost. We have listed some of these, which are specific to the success of implementing McClelland, in the table overleaf. There are many more and we can provide excellent testimonies and recommendations from clients.

### We are a phone call away.

No matter the size of your project, we will fix up a suitable time to meet you. Contact us either by telephone on **0131 200 6045** or send us an e-mail to [info@sp-sconsultancy.co.uk](mailto:info@sp-sconsultancy.co.uk). Send an email to [newsletter@sp-sconsultancy.co.uk](mailto:newsletter@sp-sconsultancy.co.uk) to register for our newsletter.

## SPS Training and Consultancy Services

Here are just some of the SPS training and consultancy services that can help ensure that your authority meets its efficiency targets and plays a full role in building collaborative working teams across Scotland.

Service / Programme	Brief Overview
<b>Making the Most of Expenditure Analysis</b>	A comprehensive one day training programme attended by literally hundreds of people across the UK. Gives staff at all levels the essential knowledge and skills to use expenditure data to the full, creating powerful business cases, warning of pitfalls and getting the most from third party tools such as the Spikes Cavell Observatory / Scottish Information Hub
<b>McClelland Compliance Audit</b>	A fixed price audit comprising a mixture of interviews and workshops that identifies any gaps in your ability to implement the McClelland Recommendations and set out how you can exceed results in the future.
<b>Know Your Supplier</b>	An in depth report produced by Alex Ranson on your key suppliers. Essential for the creation of Supplier Relationship Development programmes, reducing risk of exposure and working with colleagues on collaborative programmes.
<b>Targeted Savings Workshop (Standard)</b>	Specifically designed for service departments to help them identify where they can make basic cash savings and efficiency gains. Also, helps to educate them on the basic tools and techniques needed for the future, such as Supply Positioning. Uses expenditure data from client.
<b>Targeted Savings Workshop (Advanced)</b>	Have your service departments cracked all the quick wins and banked the savings? Is the message 'there is no more we can do?'. This package helps them find those tougher areas so that front line services do not suffer.
<b>Procurement Classification and Coding - Overview</b>	One-day overview exploring the issues around implementing procurement classification and coding structures. This also covers the use and implementation of ProClass and is run in conjunction with Coding International Ltd. ( <a href="http://www.codinginternational.com">www.codinginternational.com</a> ).
<b>Developing the Business Case for Efficiency gains</b>	This service will help you understand the key elements for a business case and ensure that savings are both realistic and achievable. We provide full skills and knowledge transfer to help you do it in-house in future years.
<b>Marketing and Communications Strategy for Effective Cultural Change</b>	The success or failure of McClelland in any organisation will depend on the ability to manage cultural change. The skills and techniques to do this are straightforward, but most organisations fail abysmally. This service highlights the importance of effective marketing and communications. Run in conjunction with Rubus Services ( <a href="http://www.rubus-services.com">www.rubus-services.com</a> ).

### Find Out More

E: [info@sps-consultancy.co.uk](mailto:info@sps-consultancy.co.uk)

T: 0131 200 6045

F: 0131 200 6200

SPS Consultancy, Conference House, 152 Morrison Street, The Exchange, Edinburgh EH3 8EB

**SPS Consultancy** | inspiring solutions for unlocking efficiency

[www.sps-consultancy.co.uk](http://www.sps-consultancy.co.uk)

© SPS Consultancy Services Ltd. (2008)

