

Level

Tier

Scope

Customer

District

All



New Business Model

Characteristic(s) / CSF(s):

Managing Income

Managing Expenditure



Problem and Approach

- It sought to make AVDC self-sufficient from Local Government Funding and shift the way the council operated.
- The New Business Model (NBM) was devised to address financial pressures using 3 main elements:-
 - Income Generation (increasing income for individual services and goods provided by the council)
 - Cost Reduction (reducing overall council costs of our work, making sure we are as cost effective as possible).
 - Investments (investing in schemes and proposals that generate a significant income over the medium to long term).
- Move to a system whereby only activities deemed 'worth it' from customers are undertaken.

Outcomes

- Hiring out council facilities and desks is generating £500k a year
- Awarding a new leisure contract is generating £500k per year
- Automated telephone system saves £40k a year
- Savings on Recycling and Waste service generated £600k in 2014/15
- Saving £200,000 from energy efficiencies
- Setting up Aylesbury Vale Broadband to help deliver high speed broadband to residents
- The New Business Model has been implemented now, and has reportedly saved the council 14 million over 6 years through a combination of efficiencies and new income streams

<https://www.local.gov.uk/sites/default/files/documents/aylesbury-vale-district-c-6d5.pdf>



The public sector transformation partner