

# CSPS



PROVIDING COMMERCIAL SKILLS



# Why do we need to be more commercial?

---

- Protect frontline services
- Look at alternative ways to raise income.
- Ensure that each procurement process considers commercialisation



What does commercialisation mean to you?

---

# So what might Commercial skills mean for your organisation?

---

- Commercial Strategy Writing
- Commercial Project mobilisation
- Customer focus
- Managing Capital
- Costing
- Product/service development
- Market Analysis
- Commercial risk management
- Contract management
- Business Case Writing
- Sales
- Financial Due Diligence
- Pricing
- Bid Management
- Marketing
- Trading Organisations
- Commercial Analysis



How do you procure commercial skills in your organisation?

---



# Procuring commercial skills

---

YPO and the LGA have worked in partnership to provide authorities with a bespoke solution to help find the right people.



# Procuring commercial skills

---

## Commercial Skills Framework

- The provider is Consultancy +
- Find the right people at the right rates
- Quick and simple process
- work with commercial skills specialists