

**WRITTEN STATEMENT OF A NON-KEY DECISION
CABINET**

ITEM:	JOINT COMMERCIAL STRATEGY
Members Present:	Councillors: RJ Phillips (Leader), LO Barnett, AJM Blackshaw, H Bramer, JP French (Deputy Leader), JA Hyde, JG Jarvis, PD Price.
Date of Decision:	22 July 2010
Exempt:	No
Confidential	No
Urgency/Special Urgency: (As defined in Constitution)	No
Purpose:	To invite Cabinet to consider a Joint Commercial Strategy for Herefordshire Public Services (HPS).
Decision:	THAT: Cabinet recommend the approval of the Joint Commercial Strategy for Herefordshire Public Services
Reasons for the Decision:	HPS needs to agree a Commercial Strategy as part of our overall Transformation Programme. This will provide the framework for us to implement core processes and capabilities in the areas of: defining our requirements, category management, supplier relationship, market development, contract negotiation and contract management. Implementation will enable HPS to reduce third party spend and deliver better outcomes for our residents.
Options Considered:	To adopt a different Commercial Strategy and different priorities. It is not considered that a Commercial Strategy is not adopted at all, given the significant opportunities that exist for savings and service improvements.
Declaration of Interest:	

COUNCILLOR RJ PHILLIPS:..... Date: 22 July 2010
LEADER OF THE COUNCIL