

Key Decision Details

Decision Name Procurement of a Joint Venture partnership for the commercial development of HDC's Document Centre

Date of Decision 20 July 2017

Decision maker Cabinet

That the business case presents a fair reflection of the broad potential benefits of establishing a partnership with an external commercial print supplier.

That the information presented in the business case provides a robust basis upon which to initiate a procurement process to identify potential commercial partners.

Describe the Decision taken That soft market testing continues in order to further develop the model set out in the business case, particularly in terms of evaluating market potential and projecting future sources and levels of income.

The model described in the business case be used, as part of an EU compliant procurement process (Restricted Procedure with Competitive Dialogue), as the framework for negotiations with potential commercial partners.

In order that the Council can proactively pursue its intention to be financially self-sufficient by 2020, it is essential that the Council establishes the commercial vehicles necessary to provide opportunities to increase income and, where possible, reduce costs.

What were the reasons for taking the Decision?

The establishment of this joint venture company will enable the Council to protect its existing investment in print services (people and equipment) whilst also creating opportunities to enhance the commercial potential of a business that is equipped to service a wider range of customers across the public, private and third sectors.

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| What alternative options were considered and rejected? | None considered. |
| Conflict of interest and dispensation | None received |
| Is the decision a Key Decision? | Yes |
| Was the decision included in the Forward Plan | Yes |
| Was the decision subject to the urgency proceedings? | No |
| List the background papers to any report considered by the Decision Taker | |
| Person Making this report | Mrs Beccy Buddle |
| Date upon which the Decision will come into force, subject to no call-in | 31 July 2017 |
| Accompanying Documents | Item 4 - Procurement of a Joint Venture partnership for the commercial development of HDC's Document Centre Item 4 - Procurement of a Joint Venture partnership for the commercial development of HDC's Document Centre Appendix 1 |