

How can local government reduce digital TX costs by 50% and generate revenue

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SOFTWARE SOLVED (EXETER)



BIG DISCLAIMER

I did not want to chair this discussion – Nick Hill made me!

I do have 30 years in tech and digital. I have been involved in over 100 digital projects in local government (and about 300 in Private Sector), but I am no more an expert than you are, I just talk straight and have a few good ideas (occasionally)

So why this session?

I happened to mention to Nick Hill that I have undertaken a deal with 150 charities who were going to spend £1m on a case management system (which they would own), whereby I will fund 50% of it (and give them 5% of future sales), in return for me owning the IP.

So why this session?

They get a fully modern system - quickly

They save 50% of development costs

They get most of their running costs covered

They get to form a user group to help define the functionality and future roadmap

They get scalability standards and security.

They get a great development team

So why this session?

I own the IP (they are not in that game)

I lose money on the development

I have all the sales and marketing costs

I get some great reference customers

I develop a product with great industry insight

So why this session?

We all agreed this was a

Win:Win



So why this session?

This is now YOUR session.

Could greater collaboration work better
across Local Government?

Could collaborating with the private sector
work better for Local Government?

What are the barriers?

Do you have common needs...or are you all really 415 unique organisations?

Could you have common services...or do you all have 860+ services that are totally unique to your council?

Are there legislative reasons that prevent you from collaborating [commercially] with the private sector?

What are the barriers?

Could you TRUST the private sector?

Do you need to own the Intellectual Property (IP)?

Can you agree on service standards, APIs, Open Data, User-Journeys etc?

Funding and compromising on reqs

What are the barriers?

Do 415 councils really need to spend £50,000+ each on maintaining websites (£20M+ Annually)?

Do 415 councils need to plan to invest £1m each in self-service platforms (£400M+)?

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DISCUSS

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Could greater collaboration work better across Local Government?

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...Or could you get there faster doing it together?

