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Deputy Chairman, LGA

Commercialisation

Challenges for getting your project going

- Member – officer relationships
- ‘Business cases’
- Attitudes to risk

Key considerations

- If it was easy to do it profitably, the private sector would already be doing it
 - Objectives – quality, income targets, savings, political outcomes, wider agendas
 - Moral purpose
 - Public sector complexities and opportunities
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Questions and discussion

