

# beat the recession with free PIN training

## Would you like a day's worth of training FREE\* of charge?

- CIPFA's Performance Improvement Network (PIN) is currently offering FREE In-House training to UK public sector organisations .

## Why are we doing this?

- We recognise the current economic climate and pressures that the public sector is facing.
- The key to improving performance lies in increased efficiency and innovation in service delivery; to learn from others and to instil good practice wherever you are able to do so.
- PIN's tailored programmes of support are a tried and tested way of driving improvement in public sector organisations.

## Why should you listen?

- Because once you see what we can do for you, you will see the potential for even further improvement as a member of the PIN
- We are an established gatekeeper of good performance for the public sector, with expert advisors working with over 100 member organisations.
- We can draw on the knowledge and research of a trusted Institute's Benchmarking clubs and Statistical analysis.

## How does it work?

- Choose from one of the In-House programmes listed and get the full cost for the day off the price of membership to the PIN.

## Is there a catch?

- No catch, our offer will give you a full day of training for free.
- Due to resource limitations this offer is open to the first 30 requests received by PIN, 1 day maximum per organisation.

**CIPFA PIN – offering timely advice, practical support and know-how to public sector practitioners on all aspects of the strategic performance agenda: For further details: [www.cipfa.org.uk/pin](http://www.cipfa.org.uk/pin)**

\*Offer available to non-member organisations based on them joining the PIN, otherwise standard day rate for consultancy applies. Contact Cliff Dalton for details of how it applies to member organisations.

## Choose from the following 5 tailored programmes:

### 1 Developing/Renewing a Balanced Scorecard

This workshop will provide a practical introduction to designing and using a scorecard in your organisation:

- An Introduction to the Balanced Scorecard – overview of the original Scorecard approach and how it can be adapted to your organisation.
- How to Develop a Scorecard - the process of developing a Scorecard and case studies from across the UK Public Sector.

### 2 Procurement Challenge and Review

This event will support new staff working in the procurement function as well as experienced staff who would like to refresh their knowledge and skills.

- Key stages of the procurement process
- Types of Contracts; Procedures; Thresholds; Timescales & Aggregation
- Pre Qualification Questionnaire Selection and Award Criteria
- Framework Agreements and Competitive Dialogue

### 3 Introduction to Lean and Systems Concepts for Public Services

To provide an overview of the main strands of LEAN and systems approaches to management.

- A baseline introduction to LEAN.
- The systems approach to designing and managing services; LEAN model of services and the meaning of “value” in the public sector
- The implications for managers and decision makers.
- How to implement LEAN into the organisation.

### 4 Outcome Performance Management

An introduction on how to apply outcome performance management ideas.

- Defining outcomes, performance and strategy.
- Developing strategy - How strategy is made and visualising the use of strategy mapping
- Linking outcomes and activities - focusing on appropriate performance information to help decision makers

### 5 Delivering Efficiency & VFM in your Organisation

A focus on how you can best respond to the current tight financial climate.

- Practical examples of how local authorities have responded to efficiency initiatives to date
- Efficiency and VfM in the context of local public services
- Measuring, monitoring and improving VfM in your own organisation

For further information about the CIPFA Performance Improvement Network, please contact Cliff Dalton

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[cipfa.org.uk/pin](http://cipfa.org.uk/pin)