

# Nottingham City Council Delegated Decision



**Nottingham**  
**City Council**

<b>Reference Number:</b>	2527
<b>Author:</b>	Robert Dixon
<b>Department:</b>	Development
<b>Contact:</b>	Robert Dixon (Job Title: Head of Business Growth and International Strategy, Email: robert.dixon@nottinghamcity.gov.uk, Phone: 64907)
<b>Subject:</b>	International Campaign Year 3
<b>Total Value:</b>	£140,000 (Type: Revenue)
<b>Decision Being Taken:</b>	To approve funding of £140,000 from earmarked Good to Great budget to support international campaigns in China, India and Germany. This is year 3 of a 3 year campaign.
<b>Reasons for the Decision(s)</b>	Nottingham City Council has been delivering campaigns with sister cities in three key markets - China, India and Germany. The purpose of these campaigns is to generate inward investment to Nottingham and encourage trade into those markets by Nottingham businesses. This is year three of a three year campaign and a critical stage. India has generated 2 inward investment projects, one of which is poised to increase jobs in Nottingham by 50, with a further lead looking at 400 jobs in Nottingham. China has led to trade wins for several Nottingham businesses, and agreement from Ningbo Municipal Government to provide £150,000 to staff an office in Ningbo over 3 years, to support our trade and investment objectives.
<b>Other Options Considered:</b>	Not to approve funding or to approve a lower level of funding. International campaigns of this sort require long term commitment. The good work of the first 2 years is now starting to produce the results anticipated. Not to invest further would mean not capitalising on this investment. Previous experience suggests that this is the minimum level required. If successful, this funding will be at least partly matched by an ESIF bid which is in process.
<b>Background Papers:</b>	None

<b>Published Works:</b>	None
<b>Affected Wards:</b>	Citywide
<b>Colleague / Councillor Interests:</b>	None
<b>Consultations:</b>	<p>Date: 09/03/2016</p> <p>Other:International Strategy Board (including Portfolio Holder for Resources and Neighbourhood and Portfolio Holder for Business Growth and Transport)</p> <p>Strategy Approved</p>
	Those not consulted are not directly affected by the decision.
<b>Crime and Disorder Implications:</b>	None
<b>Equality:</b>	EIA not required. Reasons: This decision does not impact on the delivery of services to Nottingham citizens.
<b>Decision Type:</b>	Portfolio Holder
<b>Subject to Call In:</b>	Yes
<b>Call In Expiry date:</b>	25/07/2016
<b>Advice Sought:</b>	Legal, Finance
<b>Legal Advice:</b>	This report raises no significant legal issues but any extension of the arrangements would need further consideration in light of applicable EU procurement thresholds. Advice provided by Andrew James (Team Leader Contracts and Commercial) on 16/06/2016.

**Finance Advice:**

This decision seeks approval to allocate resources totalling £0.140m in respect of expenditure to be incurred during financial year 2016/17 to support international campaigns. The resources will be met from Good to Great reserves earmarked for this purpose, managed by the Deputy Chief Executive & Corporate Director for Development & Growth. This funding is temporary and due to end in March 2017 and therefore commitments must terminate in accordance with funding available to prevent an overspend.

The expenditure will be in accordance with the Council's financial regulations.

Advice provided by Maria Balchin (Finance Analyst) on 27/04/2016.

Advice provided by Maria Balchin (Finance Analyst) on 02/06/2016.

**Procurement Advice:**

Approval to dispense with Contract Procedure Rule 5.1.2 in accordance with Financial Regulation (3.29) for Operational Reasons to allow for a direct contract award for the use of 3 consultants for the International campaign in China, India and Germany and not to seek competitive tenders is required as the consultants have already worked with the Council for the previous 2 years and changing the consultants now would not be considered value for money as the cost to the Council of change and getting new consultants up to speed with the projects would be expensive.

Procurement Advice: - therefore dispensation from the provisions of the Contract Procedure Rules (5.1.2) in accordance with Financial Regulation (3.29) (Operational Issues) to allow for the extension of contracts is supported from a procurement perspective. Advice provided by Paul Ritchie (Procurement Category Manager) on 29/04/2016.

**HR Advice:**

The proposal is to create a number of fixed-term posts for a period of 12 months as an alternative to using external consultants, which represents better value for money for Nottingham City Council and for Citizens.

The new posts should be evaluated through the NCC job evaluation process to determine the correct grade, and management will need to ensure that the recruitment is conducted through the appropriate processes, including Project People.

As the posts will be temporary, an appropriate exit strategy must be in place in order to terminate the contract in line with NCC guidance in the result that the post cannot be made permanent at the end of the fixed term period. Management will need to ensure appropriate timelines are in place to notify the affected employees and give appropriate notice.

Management will also need to be aware of any potential costs in any exit arrangements such as redundancy compensation which may need to be budgeted for.

It seems prudent and appropriate to continue to use the existing consultants as per the comments from Procurement colleagues, until the new temporary posts are approved and established.

Advice provided by Gareth Sayers (Service Redesign Manager) on 06/05/2016.

**Signatures**

Nick McDonald (PH for Business, Growth and Transport)

SIGNED and Dated: 12/07/2016

**David Bishop (Deputy CE, CD for Development and Growth)**

**SIGNED and Dated: 04/07/2016**