

**Chris Wortley**  
**Sales Director**

**VINCIPark**

**30 Years  
Senior Mgmt  
Expertise**

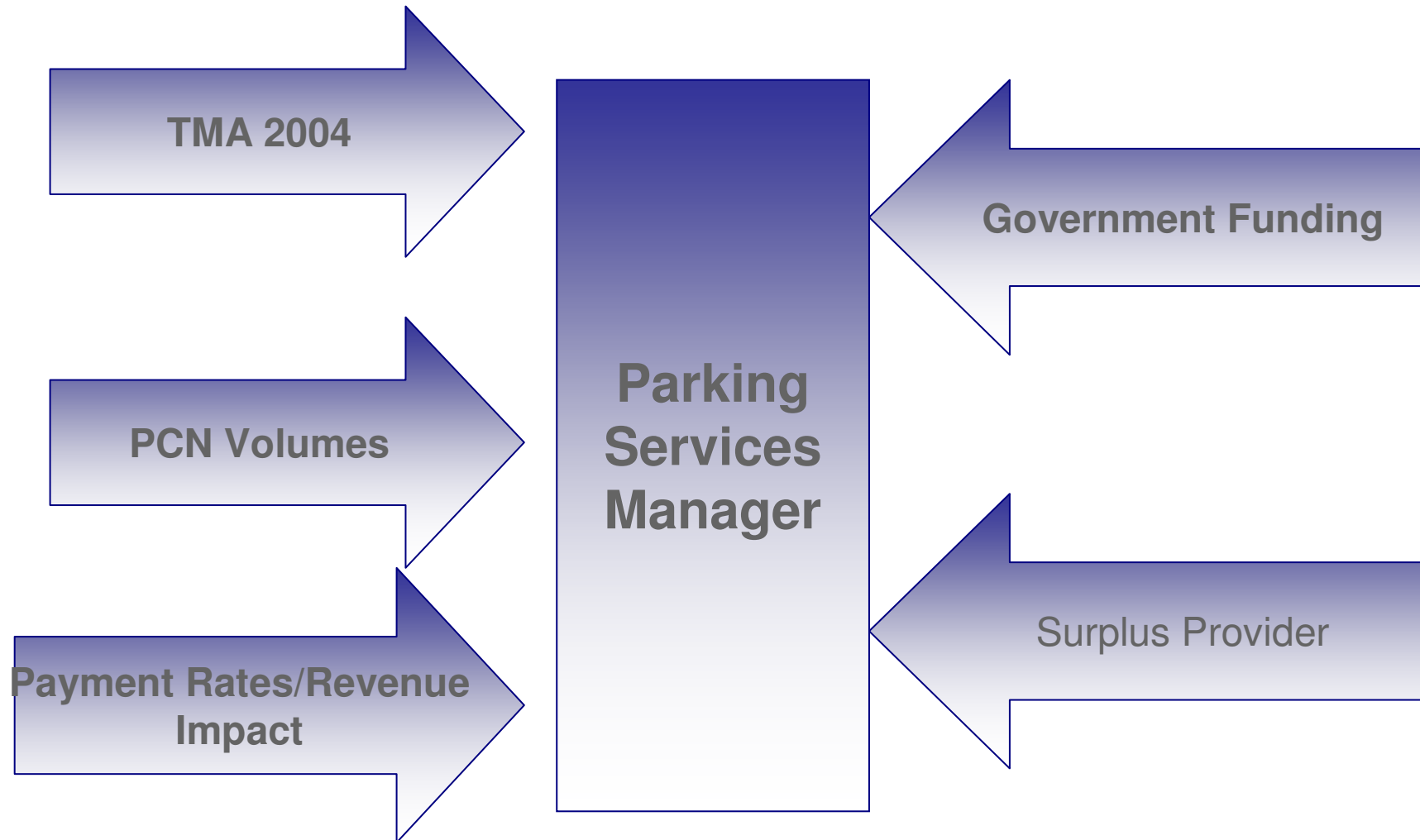
**4 Years  
Parking Industry**

**My History**

**BPA Contract  
37 KPI's**

**Operations  
Experience**

# Local Government Challenges



## Industry and Contractor Challenges

- ✚ Few suppliers all offering similar service
- ✚ Margins unattractive
- ✚ Affordability to care

- ✚ Standard Contract
- ✚ Payment for services including profit ( +5%) less defaults
- ✚ No incentive to do better
- ✚ Any cost savings stay with contractor

- ✚ Focus upon quality of Issue
- ✚ Quality of evidence
- ✚ Payment rates
  
- ✚ Deploying fewer highly trained staff
- ✚ Ongoing Development Programme

- ✚ Payment at Cost for services
- ✚ Reward or reduction based upon performance 0 to 20% KPI's
- ✚ Highly incentivised to do better
- ✚ Cost savings shared 50:50

- ✚ Reflection of Quality
- ✚ Based upon LA objectives
- ✚ Change over time to match agenda
- ✚ Encourage partnership working

# Procurement

**Time Consuming**

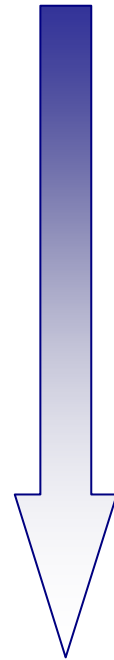
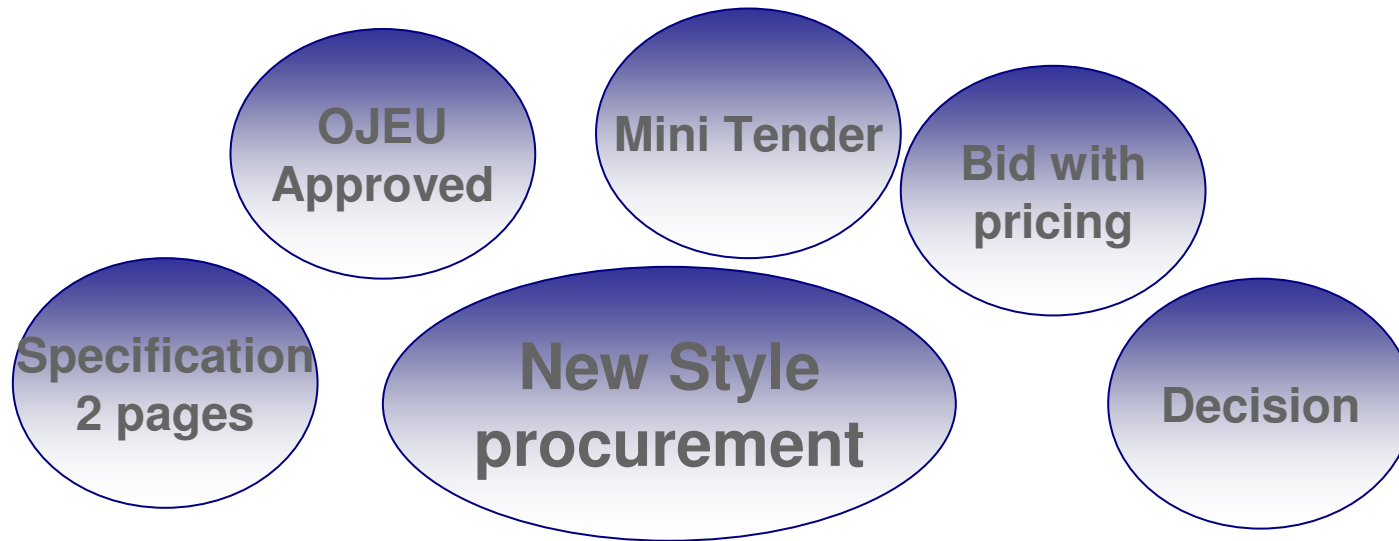
**0 Months**

**Time**

**12 Months**

**Heavy Resource**

# Solution



# Questions

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