



At iMPOWER we believe that large scale cuts are not the answer. For us, cost reductions do not categorically equate to cuts in services. We believe that local authorities can meet these challenges and still deliver public services of which to be proud. iMPOWER is the first in a new breed of management consultancy firms.

Efficiency – finding
the hidden 10%

Effective

Empowering

Efficient

We know that in every local authority there are at least 10% of efficiency savings that are hidden. They don't lie in the back office or at the frontline but within key service departments, particularly adults and children's services. These account for the largest parts of council spending yet conventional efficiency programmes often completely miss these areas of opportunity. By working in partnership with our clients, we can sensitively balance efficiencies with the need to safeguard frontline services. This means we can expose hidden efficiencies while preventing the need for major service cuts.

We believe in 'open sourcing', the simple idea that councils should select from a wide range of tools to find the best for their unique set of issues and context. We know that every local authority will have existing efficiency strategies, so we seek to build on good progress already made. We support our clients to be the leaders of change.

At iMPOWER we take an entirely different approach to corporate efficiency based on the unique way in which we work with our clients. We also have the greatest of respect for local authorities; their history of success, the values of their people and their leadership in troubled times. Our town halls contain the capacity and the capability for large-scale reform; yet they can advance reform faster and more effectively with the energy, toolkit and insight that iMPOWER provides.

By empowering our clients to identify the hidden savings we will not only secure additional cash now, but transfer the skills needed to do so in the future. There is not a magical means of delivering efficiencies in our sector. Yet many promise as such.

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By offering honesty backed up with a formidable approach, iMPOWER helps put hidden or hard to reach efficiencies in full view. Our mission is not simply to seek, but to deliver. Our consulting teams are hard-working pragmatists that don't consider the job done until benefits are secured. By focusing on prevention in adults or by fixing broken commissioning approaches we can take out far greater costs than re-engineering back office functions. As the market leader in personalisation we know that giving people more choice over their services can translate into cashable savings. And by addressing performance or supplier costs, we can protect the most valuable of frontline services.

We believe – with a passion – that cost reduction should not mean cuts. By working with us our clients have found new ways to highlight and drive out the hidden costs:

“iMPOWER has played a central role in enabling our team to transition from theoretical planning to practical delivery of a large and complex transformation programme. They bring a unique wealth of knowledge and experience in developing personalised care which has supported us to challenge and shape our approach to ensure we can deliver our vision for the future.” *Maria Gavin, Design Authority Lead, Adults and Communities Transformation Programme, Birmingham City Council*

“iMPOWER brought a level of expertise and knowledge that made all key internal stakeholders feel engaged. They helped us to navigate through the decision-making process by working with them, and listening to the perspectives and concerns of both members and officers, which created a synergy for the project. The end product of this close working resulted in increased confidence and capability within the organisation.” *Maria O'Reilly, Programme Manager, Bournemouth Borough Council*

For more information:
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