

Opportunities Register October 2019

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#	Type	Opportunity	Doing Now	Internal / External Delivery?	If Int: Capacity to deliver	If Ext: Contract for Delivery?	Net Additional Income Potential (H/M/L)	Can we drive?	Complexity	Next Step	SH / WD / Both	Lead	Opportunity Response Category
1	B2B Consultancy	HR (Behaviours / Recruitment)	Y	Internal	yes		Med	Yes	Medium	Develop offer	Both	NH / AW	Enhance
2	B2B Consultancy	CoP / Case Management Model	N	Internal	yes		Low	Yes	Medium	see 1.	Both	NH / AW	Enhance
3	B2B Consultancy	Agile (Skype / Home Working / No Desk)	N	Internal	yes		Low	Yes	Medium	see 1.	Both	NH / MW	Enhance
4	B2B Consultancy	IT (Security / Planning / Telecoms)	N	Internal	yes		Low	Yes	High	Scope	Both	NH / MW	Enhance
5	B2B Consultancy	Constraints Theory	N	Internal	yes		Low	Yes	High	Develop offer	Both	DP / JD	Enhance
6	B2B Expertise	Disabled Facilities Grant Administration	Y	Internal	yes		Med/High	Yes	Medium	Continue	Both	DP / IL	Exploit
7	B2B Expertise	Food Safety Advice	Y	Internal	yes		Low	Yes	Medium	Continue	Both	DP / IL	Share
8	B2B Expertise	Primary Authority EH Services	Y	Internal	yes		Low	Yes	Medium	Continue	Both	DP / IL	Share
9	B2B Expertise	Planning Enforcement	Y	Internal	yes		Low	Yes	Medium	discuss with Taunton	Both	DP / PW	Ignore
10	B2B Expertise	Parking Enforcement	Y	Internal	yes		Low	Yes	Low	various T/PCs Oke Hosp	Both	CA/EW	Exploit
11	B2B Expertise	Design Team	Y	Internal	yes		Low	Yes	Medium	Continue	Both	NH / LC	Enhance
12	B2B Expertise	Seamoor Lettings	Y	Internal	yes		Low	Yes	Medium	Continue	Both	DP / IB	Enhance
13	B2B Expertise	HR Support / Technical Advice	N	Internal	no		Low	Yes	Medium	Hold	Both	NH / AW	Ignore
14	B2B Expertise	Town & Parish Support / Advice	N	Internal	no		Low	Yes	Medium	Hold	Both	NH / CBo	Enhance
15	B2B Expertise	Legal Support / Advice	N	Internal	no		Low	Yes	Medium	Hold	Both	NH / CBo	Ignore
16	B2C (Discretionary) Services	"Premium Planning Service"	N	Internal	yes		Med	Yes	Low	Trial underway	Both	DP / PW	Enhance
17	B2C (Discretionary) Services	Duty Planning	Y	Internal	Yes		Med	Yes	Low	Continue	Both	DP / PW	Exploit
18	B2C (Discretionary) Services	Conservation/LB - Pre-app/works to LB/Curtilege qus	Y	Internal	yes		Med	yes	Medium	Develop offer	Both	DP / PW	Enhance
19	B2C (Discretionary) Services	Private Water Supply - RA/sampling	Y	Internal	no		Med	yes	Medium	calc average cost per RA	Both	DP / IL	Enhance
20	B2C (Discretionary) Services	Skilled Handyman / Man with Van Services	N	Either	yes		Low	Yes	Medium	Hold	Both	CA/ST	Ignore
21	B2C (Discretionary) Services	Garden Clearance	N	Either	yes		Low	Yes	Medium	Hold	Both	CA/ST	Ignore
22	B2C (Discretionary) Services	Fire Risk Assessments	N	Either	no		Low	Yes	Medium	Hold	Both	CA/ST	Ignore
23	B2C (Discretionary) Services	PAT Testing	N	Either	no		Low	Yes	Medium	Hold	Both	CA/ST	Ignore
24	B2C (Discretionary) Services	Gas Safe Safety Checks	N	Either	no		Low	Yes	Medium	Hold	Both	CA/ST	Ignore
25	B2C (Discretionary) Services	Advertising / Sponsorship	Y	Either	TBC	Yes (Web) / NO (Other locations)	Med	Yes	Medium	Scope	Both	DA / LC	Share
26	B2C (Discretionary) Services	Tourist Tax	N	TBA	TBC	No	High	No	High	Requires Legislation Change	Both	DA	Share
27	B2C (Discretionary) Services	Chargeable Public Toilets	Y	Internal	Yes	N/A	Low	Yes	Medium	In Progress	Both	HD / CA	Enhance
29	B2C (Discretionary) Services	Grounds Maintenance	Y	Both	No		Med	yes	Low	more staff needed to expand	Both	CA/HF	Enhance
30	B2C (Discretionary) Services	Bulky Waste	Y	Both	yes	Yes	Low	Yes	Low	Hold	Both	JS/Smo	Enhance
31	B2C (Discretionary) Services	Chargeable Garden Waste	Y	Both		Yes	High	Yes	Medium	Hold	Both	JS / SMO	Exploit
32	B2C (Discretionary) Services	"Premium" Waste / Recycling Collection Service	N	Both	No	Yes	Low	Yes	Low	Hold	Both	JS / SMO	Ignore
33	B2C (Discretionary) Services	Controlled Waste Regulation (CWR / 2nd Home)	Y	Both	Yes	Yes	Med	Yes	Low	Progress	Both	JS / SMO	Enhance
34	B2C (Discretionary) Services	Seamoor Lotto	Y	Both	Yes	Yes	Low	Yes	Low	Promote	Both	DA / LC	Exploit
35	B2C (Discretionary) Services	Trade Waste & Recycling	Y	Both	yes	No	Med	Yes	Medium	Hold	Both	JS / SMO	Enhance

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36	B2C (Discretionary) Services	Waste Containers / Recycling Bags	Y	Both	yes	yes	Low	Yes	Low	Hold	Both	JS / SMO	Enhance
37	B2C Services (Trusted Trader / Council as Middleman)	Skip Hire	N	External		No	Low	Yes	Medium	Hold	Both	DP	Ignore
38	B2C Services (Trusted Trader / Council as Middleman)	Pest Control	Y	External	N/A	Yes	Med	yes	low	charge for rats/mice or add fe	Both	DP/IL	share
39	B2C Services (Trusted Trader / Council as Middleman)	Private Water System Testing	Y	External	N/A	no	Low	yes	Medium	see 19.	Both	DP / IL	Ignore
40	B2C Services (Trusted Trader / Council as Middleman)	Handyman / Man with Van Services	N	External	N/A	no	Low	yes	Low	Hold	Both	CA/ST	Ignore
41	B2C Services (Trusted Trader / Council as Middleman)	Garden Clearance	N	External	N/A	no	Low	yes	Low	Hold	Both	CA/ST	Ignore
42	B2C Services (Trusted Trader / Council as Middleman)	Fire Risk Assessments	N	External	N/A	no	Low	Yes	Low	Hold	Both	CA/ST	Ignore
43	B2C Services (Trusted Trader / Council as Middleman)	PAT Testing	N	External	N/A	no	Low	Yes	Low	Hold	Both	CA/ST	Ignore
44	B2C Services (Trusted Trader / Council as Middleman)	Gas Safe Safety Checks	N	External	N/A	no	Low	Yes	Low	Hold	Both	CA/ST	Ignore
45	SHWD Income Initiatives	Commercial Property Acquisitions	Y	Internal	Yes	n/a	High	Yes	Medium	Continue	Both	CB	Exploit
46	SHWD Income Initiatives	Commercial Property Development	Y	Internal	Yes	n/a	High	Yes	High	Work ongoing	Both	CB / DA	Exploit
47	SHWD Income Initiatives	Accommodation Strategy	Y	Internal	Yes	n/a	High	Yes	High	Work ongoing	Both	CB / DA	Enhance
48	SHWD Income Initiatives	Kiosks / Concessions on Council Land	Y	Internal	TBC	n/a	Med	Yes	Low	Linked to WCs	Both	CB	Enhance
49	SHWD Income Initiatives	Housing Investment / Development	Y	Internal	TBC	n/a	Low	Yes	High	Work ongoing	Both	CB	Share
50	SHWD Income Initiatives	Renewable Energy Investment	N	Internal	TBC	n/a	Med	Yes	Low	ID opportunities	Both	CB	Enhance
51	SHWD Income Initiatives	Inward Investment	Y	Internal	TBC	n/a	Med	Yes	High	ID opportunities	Both	TJ / DA	Share
52	SHWD Income Initiatives	Treasury Management	Y	Internal	TBC	n/a	Med	Yes	Low	ID opportunities	Both	PH	Enhance
53	SHWD Income Initiatives	Investment in SW Mutual	Y	Internal	Yes	n/a	Med (4 yrs + before realisation)	Yes	Low	Work ongoing	Both	DA	Exploit