



Demonstrating our Value

- **Why we wanted to demonstrate value?**
- **Optimal Economics process**
- **How was it for us?**
- **Our current approach**
- **The benefits**
- **The future**

Why we wanted to demonstrate value?

- **Development**
- **Beyond development**
- **Procurement**
- **VFM analysis**
- **Identify the financial cost benefits**
- **Identify the non financial benefits**
- **Holistic view**
- **Investors, stakeholders, partners, funders**

Optimal Economics process? How was it for us?

All parts of the business
The amount of financial data
Time consuming
Resource hungry
In your hands
National and local data
Comparative analysis

Our current approach

- **Benchmarking**
- **Specific area reviews**
- **SROI and HACT model**
- **Link, Riverclyde & Kingdom**
 - **Kingdom works**
 - **Care and Repair**

The benefits

- **Community, Social and Economic benefits**
- **Training, job creation and sustainment**
- **Regeneration and sustaining communities**
- **Health and Social care budget benefits**
- **Sustainability of revenue and capital grants**
- **The importance of housing**
- **Combined RSL benefits across Scotland**

The future

