

ANZSOG presents:

Getting the work of government done: thinking differently about commissioning and contracting

SPEAKER

Professor Janine O'Flynn
Professor of Public Management
ANZSOG
&
The University of Melbourne

SPEAKER

Dr Barbara Allen
Senior Lecturer
School of Government
Victoria University of Wellington

**DO YOU HAVE A
QUESTION
ABOUT TODAY'S
TOPIC?**

SEND YOUR QUESTIONS
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ANSWERED AT THE END
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SLIDES FROM TODAY'S
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Questions?

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GETTING THE WORK OF GOVERNMENT DONE

Thinking differently about commissioning and contracting

11 June 2019

@JanineOFlynn

THE PUBLIC SERVICE IS NOT BROKEN

.... BUT IT MUST
FUNDAMENTALLY
TRANSFORM



Commissioning ≠ Contracting ≠ Outsourcing



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THE EARTH'S CORE

Is the earth hollow? Many thousands claim that an opening to an inner world exists at the North Pole. They base their theory on unusual sounds made by polar explorers, natural phenomena, weird magnetic effects, and other factors. (See page 144 for complete details.)

Minimalism

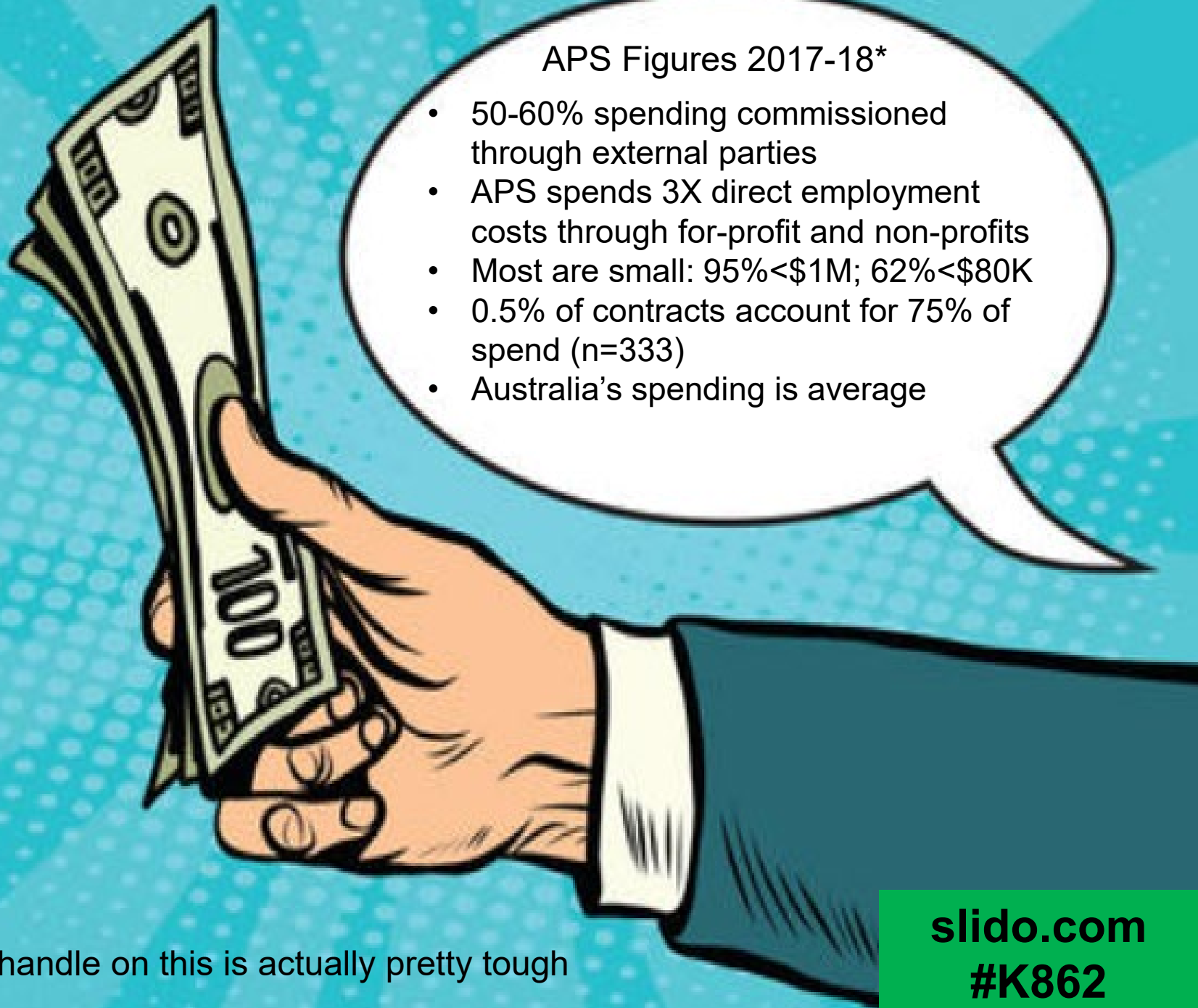
Essentialism

Preservation

Inherently Governmental

Benefits > Costs

SYSTEM STEWARDSHIP & STRATEGIC COMMISSIONING



APS Figures 2017-18*

- 50-60% spending commissioned through external parties
- APS spends 3X direct employment costs through for-profit and non-profits
- Most are small: 95% < \$1M; 62% < \$80K
- 0.5% of contracts account for 75% of spend (n=333)
- Australia's spending is average

*Getting a handle on this is actually pretty tough

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Enduring Challenges

Emerging Challenges





SUPPLY SIDE REVOLUTION

1



SOCIAL ENTERPRISES

2



MUTUALS

3



COOPERATIVES

4



AGILE SOURCING

5



MODULAR CONTRACTING

6



PRIME CONTRACTORS

7



SOCIAL IMPACT BONDS

8



ARM'S LENGTH BODIES

9



JOINT VENTURES

Create conditions for healthy ecosystems

Expand the option set

System stewardship rather than market management

A comic book style illustration of a woman with blonde hair, wearing a green strap, looking at a smartphone. A speech bubble above her head contains the text 'Tell me about the future!'. The background is a teal color with a halftone dot pattern.

Tell me about the future!

System Stewardship

Strategic Commissioning

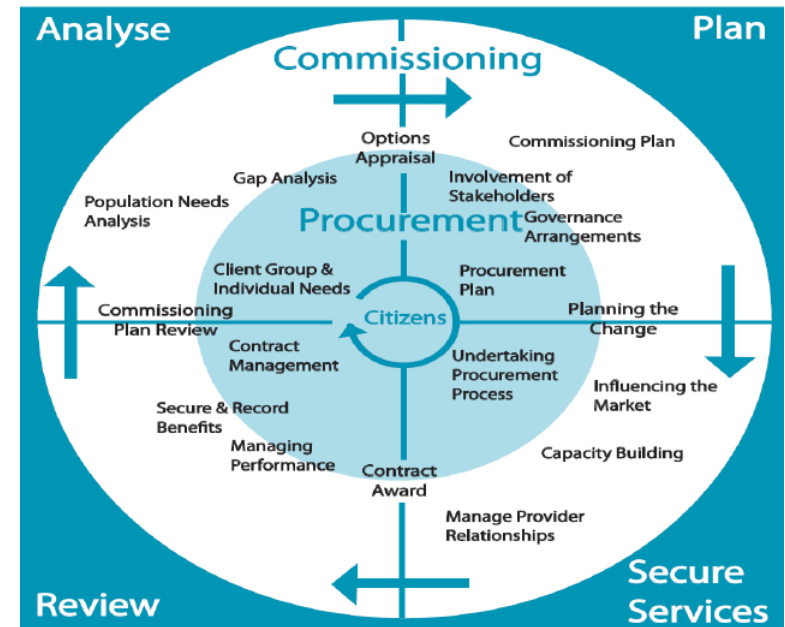
Thank you!



See: *Rethinking Relationships: Clarity, Contingency and Capabilities*



[Community Housing Federation of Victoria](#)



[Commissioning Cycle: Cardiff Third Sector Council](#)

Usually represented as cycles,
stages or both

Presented as rational process

Every part of this is/will be challenging

THANK YOU

ANZSOG.EDU.AU

Thought Leadership resources can be located here:

<https://www.anzsog.edu.au/resource-library/resources-tlss>

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