



RICHARD STOATE

DIRECTOR & FOUNDER

CONTACT

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QUALIFICATIONS

UNIVERSITY OF BIRMINGHAM

- BSc Mathematical Sciences

UNIVERSITY OF THE WEST OF ENGLAND

- Post Graduate Diploma in Management Studies

MANAGING SUCCESSFUL PROGRAMMES

- Practitioner

KEY SKILLS

- Project/programme leadership and management
- Change management
- Financial modelling and benefits realisation
- Commercial service delivery in local authorities
- Business case development
- Company governance and board development

PROFILE

A public service entrepreneur, with a track record of applying commercial business tools & techniques to 40+ public bodies over the past 20+ years. Richard is a skilled and experienced consultant valued by clients for his pragmatic, personable approach to driving change with real benefits. A true believer in the ability of the commercial approach to deliver social value in public services.

EXPERIENCE

Senior leadership and programme management of transformational change programmes in local authorities

Richard delivers programmes with a laser-like focus on deliverables to ensure lasting change and real benefits. These include:

- Service improvement and financial savings from Bedford Borough Council children's social care placements
- Children's Services Transformation Partner at Bournemouth, Christchurch and Poole (BCP) Council designing a new delivery model to transform services and realise financial savings

Expert design and launch of high-performing alternative delivery models, including Local Authority Trading Companies, Children's Trusts, social enterprises and mutuals

Richard has developed business plans that ensure thriving social businesses with functional governance to manage and minimise risk.

- Programme management of the establishment of Northamptonshire Children's Trust, a £125m organisation with over 1300 staff
- Design and launch of three new and high-performing social care service delivery organisations in Bury (Persona Ltd), Salford (Aspire CIC) and Warrington Councils (Catalyst Choices Ltd)
- Business cases for schools support services in Suffolk Council, music services at Hertfordshire Council and youth services in Lewisham

Lead advisor in all manner of commercial service delivery in public services, including insourcing/outsourcing services, business development, income generation and contract management

An expert with vast experience of delivering high-performing commercial services within a local government environment including:

- Insourcing partner to North East Lincolnshire Council bringing £180m multi-service contract back in house
- Insourcing partner to East Staffordshire Borough, Worcester City Council and Redditch Borough Council
- Commercial manager of Dudley Council Environmental services
- Commercial Business Partner at the Royal Borough of Windsor and Maidenhead