

ESPO

Risk Ref	Risk Description	Consequences / Impact	Risk Owner	Original Risk Score Impact	Original Risk Score Likelihood	Original Risk Score	Risk Action Tolerate / Treat / Transfer / Terminate	List of Current Controls / Actions Embedded and operating soundly	Risk indicators to be used to monitor the risk	Current Risk Score (as at 06/10/2020) Impact	Current Risk Score (as at 06/10/2020) Likelihood	Current Risk Score	Risk Action Tolerate / Treat / Transfer / Terminate	Further Action / Additional Controls	Action Owner
25	Increased competition including Amazon & CCS	<p>1. Possible implications on business volume, reputation, new business and on trading results in the Catalogue business</p> <p>2. Through collaboration with CCS and YPO; CCS is dominating the management of such contracts (MFDs) including the management of the rebates; ensuring security of the income stream is becoming a threat to ESPO's business model.</p> <p>3. Amazon: moving deliberately into the public sector space, and focussing on education as a key area, Amazon have expressed interest widely within the market place at becoming more than an ad hoc supplier to schools of all levels, expressing their intention to partner with, or secure suppliers who have tailored offering for the sector.</p>	AD Commercial	4	4	16	Treat	<p>1. Working with suppliers and customers to improve the 'offering', facilitating this relationship through capturing and using business intelligence and managing this 'knowledge'.</p> <p>2. Continue seeking efficiencies through international sourcing</p> <p>3. Amazon: Continue to market our 'not for private profit' credentials and continue to craft our ranges to offer the very best solution to all tiers of education from our stock and directs position. To explore collaboration with our PBO neighbours to ensure opportunities are not missed in securing market share dominance on key lines such as paper, glue sticks and exercise books.</p> <p>4. Website Development.</p> <p>5. Use of BESA benchmarking for ongoing market share data.</p> <p>6. Continue to make frameworks easier to access.</p> <p>7. Develop ETL framework offering for diversity of customer base.</p>	<p>1. Changes to key customers' buying (as highlighted at Weekly Trading)</p> <p>2. Fluctuations in rebate income (as highlighted at Weekly Trading)</p> <p>3. Stalling of e-commerce uptake trends (as highlighted in IT update)</p> <p>4. Amazon: Reduction in traditional stationery and direct electrical item sales at category level.</p> <p>5. Termly customer research and feedback</p> <p>6. Competitive mapping for frameworks, including new threats from Bloom and CCS expansion.</p> <p>7. Staff migration to competitors.</p>	5	2	10	Treat	<p>1. Review loyalty scheme – increased requirement on income streams</p> <p>2. Robust sales and marketing strategy to be developed to reflect the heightened competition in this sector and to support the revised MTFS.</p> <p>3. Review of Customer Offer</p> <p>4. MATs package</p> <p>5. Review termly research.</p> <p>6. Keep a close eye on developments in the market & particularly on CCS & Amazon.</p> <p>7. Continue to look out for member authority frameworks that duplicate ESPO's offering.</p> <p>8. Keep abreast of speculative frameworks that could take business from ESPO frameworks.</p> <p>9. Continue to explore and maximise exporting opportunities.</p> <p>10. Review approach to recruitment and retention of</p>	AD Commercial
33	Health and Safety compensation claims and fines.	Substantial claim made as a result of a Health and Safety event. Given the nature of the warehouse environment and the customer premises we operate in etc. it is possible these claims could be substantial. This could result in ESPO being placed at substantial risk of continuing in business due to level of damages paid and reputational impact.	Director	4	4	16	Treat	<p>1. Ownership by the Director</p> <p>2. Dedicated Health and Safety Officer & Senior H&S Advisor.</p> <p>3. Risk assessments, safe systems of work.</p> <p>4. Incident, accident and near miss reporting recorded on Assess-net allowing for overview and enhancing ability to determine actions to mitigate future risk</p> <p>5. Investment in safety equipment</p> <p>6. Regular Health and Safety Committee meetings (Director to review minutes)</p> <p>7. Internal Audit assessment</p> <p>8. Regular Health and Safety walkabouts</p> <p>9. Standard update item at monthly Leadership Team (LT) Officer at quarterly LT Risk Meetings</p>	<p>1. Health and Safety Walkabout actions</p> <p>2. Internal Audit reports</p> <p>3. Staff Surveys</p> <p>4. Record of Health and Safety events and actions taken and recorded on Servicing Authority's Assess-net</p> <p>5. On-going Covid-19 secure monitoring by ESPO Health and Safety Advisor and LCC.</p>	4	3	12	Treat	<p>1. 3rd Party Independent Assessment</p> <p>2. Health and Safety culture embedded throughout the organisation</p> <p>3. Response to public ' ' to be considered in Health and Safety planning e.g. Grenfel Towers</p> <p>4. Appoint H&S advisor via LCC SLA.</p> <p>5. Investment in new reach trucks with additional safety features and more driver aids.</p> <p>6. Plans to recruit more permanent reach truck drivers.</p> <p>7. Programme of H&S training courses implemented</p> <p>8. Look to amend policies in future</p> <p>9. Mock trials held on 6th & 13th Feb in conjunction with LCC.</p>	AD Operations & IT

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51	Space constraints in the context of ESPO growth ambitions - options for mitigating short and long	1. Unable to operate safely 2. Unable to process customer orders 3. Unable to store sufficient stock 4. The exercise book supply chain will require ESPO to purchase and store stock at an earlier stage in the cycle. This is estimated at circa 2,000 pallets. There is insufficient space at the ESPO warehouse.	AD Operations & IT	4	4	16	Treat	1. Use of peak warehouse 2. Rationalise supplier base 3. Create more efficient storage regime 4. Create more efficient picking regime 5. Outside storage of exercise books at Felixstowe 6. Assess supplier holding stock 7. Extend the mezzanine floor 8. Introduce warehouse automation 9. Assess use of modular buildings on the ESPO site. 10. Modified supply chain for exercise books with production in Poland requiring less storage space at the Leicester Warehouse 01/08/218 11. Mitigation is through pursuing an off-sit, shared-user warehousing agreement with the supplier. 12. Medium/ Long Term Solution the provision of additional ESPO bulk warehousing space	1. Racked space utilisation 2. Lines picked/packed per person per hour c.f. budget 3. Overall lines picked per day c.f. budget 4. Business Case being prepared.	4	3	12	Treat	LCC discussions. Visibility at LT on a regular basis. 19/02/2020 LTFS Away Day planning 03/03/2020 Space meeting with LCC 05/03/2020 Logistics consultants appointed to validate assumptions. Paper subsequently presented and findings validated. August/ September 2020 Business case prepared proposing an ESPO Bulk store warehouse. This was subsequently presented to both COG and the Management committee	AD Operations & IT
63	Exiting EU	1. 'Within year' increases in buying prices due to higher import costs could reduce margins – possible failure to suppress 'cost of sales' target and impact on international sourcing programme 2. Year on year buying price increases put pressure on margins/competitiveness 3. Inflation could reduce discretionary spend by customers – reduced sales 4. Extension to austerity or further cuts in public finances – impact on customer spending 5. Threat to achieving MTFS 6. Competition benchmark reset 7. Post Brexit tariffs 8. Supply chain disruption 9. Potential increase in business failures 10. Changes to EU procurement law 11. Additional LT meeting/monitoring sessions to be diarised 12. Liason @ AD level between ESPO & LCC	Director	4	4	16	Treat	1. Aim to resist price increase 'within year' 2. Mitigate increases through competition, re-sourcing, extensions 3. Support sales through targeted promotion and marketing 4. Factor in changes to the MTFS 5. Competition position on pricing and Brexit pass through 6. Strategic supplier engagement 7. Enhance catalogue T&Cs 8. Make website default price reference point 9. Create Brexit planning group 10. Promotion of settlement scheme to staff	1. Review YPO catalogue to consider market reaction to price increases 2. Seek to pass through but still observe pricing position 3. Top 30 suppliers accounting for 50% of catalogue business on Creditsafe weekly 'alert' (automatic notification of change in status) 4. Turnover and vacancy rates	4	3	12	Treat	1. Workforce Strategy agreed 2. Yearly commercial plan in place. 3. Understanding of where goods come from EU through supplier engagement. Identify all goods directly imported from EU. Engage customs agent to meet our obligations as a 'declarant' for goods entering the UK from the EU. Identify commodity codes of all goods directly imported from EU to review WTO terms for tariffs. Ensure Finance team are aware of relevant HMRC protocols for VAT deferral and payment of quarterly VAT for imported goods. EU import sub-group formed to manage and monitor progress.	Director

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78	Coronavirus	<p>1. 'Stock supply shortages for products or components that are made in China. With consequential effects in UK manufacturers production capability.</p> <p>2. 'Staff shortages in all ESPO functional areas due to high sickness rates.</p> <p>3.'School closures to reduce infection spread.</p> <p>4. 'Overall economic impact on ESPO's business activities due to sluggish restoration of international supply chain..</p> <ul style="list-style-type: none"> • Staff complacency and not adhering to controls in place. • All risks as identified previously coming to fruition due to further restrictions introduced. • Supply chain disruption in the event of further lockdowns both in UK and Worldwide. • On-going school closures / partial closures. 	Director	4	4	16	Treat	<p>1. 'Set up an internal team tasked with managing ESPO's activities and communications in response to the health crisis.</p> <p>2. 'Monitor updates and advice from WHO and UK government .</p> <p>3. 'Maintain regular communications with customers, staff and stakeholders.</p> <p>4. ESPO continue to promote good handwashing and hygiene practices and have increased the availability of antibacterial wipes and cleaning equipment.Contractd cleaning contractors disinfect door handles and hand rails as part of our contract.</p> <p>5.Should a member of staff contract coronavirus EPSO will liaise with PHE directly at County Hall and follow any recommendations.</p> <p>6. Should isolation be required our Smarter Working Policy provides guidance on staff working from home and where necessary individual risk assessments will be completed. In the event there is a requirement for an extended number of staff to work from home all available lap-tops provide to staff across the business will be recalled and distributed accordingly..</p> <p>7. Assess suppliers shortages through daily phone contact by Stock Optimisation team.</p> <p>8. Work closely with staff agency</p>	<p>1. Weekly stock availability reports with supplier shortages and failed customer orders.</p> <p>2. Weekly 'staff sickness records attributable to the coronavirus.</p> <p>3. Weekly trading analysis</p> <ul style="list-style-type: none"> • Continued enforcement of existing controls by managers • Continued staff briefings and reminders. • On-going Covid-19 secure monitoring by ESPO Health and Safety Advisor and LCC. 	4	3	12	Treat	<p>1. Align staff policies to LCC guidelines.</p> <p>2. Assess trading impact on financial forecasts.</p> <p>3. Understanding of alternative sources of catalogue products.</p> <p>4. Regular meetings of the internal team</p> <p>5. Ongoing communications with all relevant parties through web site, weekly comms and formal reports.</p> <p>04.03.2020 ESPO update on Coronavirus Report discussed at Mngmnt Committee.</p> <p>06.03.2020 Teleconference with LCC.</p> <ul style="list-style-type: none"> • All risk assessments and guidance fully aligned with LCC. • Internal meetings took place regularly during height of pandemic. Frequency reduced due to new 'BAU'. Would resume if required. • Comms on-going 	Director
79	IT Cyber Security. Range of cyber security threats	Failure to adequately protect ESPO networks, systems and data from malicious attack could lead to a range of potential consequences, including; financial; reputational; operational; legal impacts or other losses.	AD Operations & IT			20	Treat	<p>Range of protections/controls in place, including (but not limited to):</p> <ol style="list-style-type: none"> 1) Firewalls 2) Automated Threat Protection system 3) Antivirus software 4) Authentication systems 5) Staff education 6) Anti-Ransomware backup solution 7) External security controls Audit 8) Penetration testing. <p>(Needs further expansion/detail)</p>	<ol style="list-style-type: none"> 1) Firewall logs 2) External security support partner monitoring 3) various event logging (Needs further expansion) 			14	Treat	<ol style="list-style-type: none"> 1) Multi-factor Authentication for remote access 2) PKI server for device authentication 3) Revised password policy 4) New Remote Working Policy . <p>(Further Expansion required for this Risk)</p>	AD Operations & IT

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