



MAXIMIZING THE VALUE OF SAHF NMHSs: TESTING NEW APPROACHES TO LONG-TERM SUSTAINABILITY - AN INVITATION TO COLLABORATE

Related document(s): 1) [Maximizing Value in the Public Sector: The Case for NMHSs in SAHF](#) (Info Doc 5.1); 2) [Presentation on Maximizing the Value of NMHSs](#) (Info Doc 5.2); 3) [The Public Body – How to Create Commercially Viable NMHSs](#) (Info Doc 5.3) 4) [\(Draft Report\) Assessment of the Aeronautical Meteorological Services Provision in the SAHF Member Countries](#)

1 INTRODUCTION

- 1.1 Public sector financing is under pressure everywhere. Growing capabilities in the private sector are also challenging traditional domains of NMHS. As for all public sector institutions, NMHSs must elevate their relevance and maximize their value proposition to their consumers, stakeholders and government owners.
- 1.2 The SAHF proposes to assist SAHF NMHS Director-Generals and their leadership teams to investigate ways to realize and maximize the value of their organizations and the contribution of SAHF as a regional partnership to value creation.
- 1.3 The initiative – a case study - will explore opportunities to expand NMHS services to support the public sector and support weather- and climate-sensitive industries. This will include developing recommendations to strengthen legal frameworks, to create new national partnerships and expand regional partnerships, to investigate existing and new operational models, to develop new tailored services, and to explore opportunities for the development of integrated services with the potential users of weather intelligence.

2 DISCUSSION

- 2.1 The goals are to improve the financial stability and sustainability of SAHF NMHSs by demonstrating to governments the value of their services, beyond cost-benefit analyses, to society and the economy and the value of SAHF to its members.
- 2.2 Public sectors in many countries have adopted similar methods to private

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companies, to explain and document their value. Since value is much more than the balance sheet, it enables NMHS to look at how value is created and used across their entire organization. It also prioritizes efforts to develop activities that result in the outputs and outcomes that are used by society and the economy to create value, which in turn, informs the NMHS value proposition back to their governments.

2.3 SAHF proposes to work with countries interested in using the value process to identify new service opportunities, strengthen national partnerships to enhance service delivery, adapt and adjust their operational models and operational activities, minimize risks, and maximize performance.

2.4 The effort would focus on the following outcomes:

- Identification of the ways in which NMHSs create value for society and the economy
- Identification of opportunities and impediments to maximizing value
- Creation of performance indicators to ensure that full value is being realized within NMHSs and the wider society
- Effective articulation of the value via engagement with the NMHSs' owners within their governments and the citizens whom they serve

2.5 Steps include

- Identifying NMHSs interested in applying this process to support efforts to sustain and improve their organization's performance
- Where possible building on Country Hydromet Diagnostics, roadmaps and other recent analyses
- Creating performance indicators to measure value across all NMHSs and SAHF
- Focusing on the operating model of the NMHS and the potential for expanded tailored services – e.g., aviation, food sector, transport
- Investigate the potential for enhanced SAHF regional collaboration, public-private engagement, and public-public partnerships to provide value generating services.

3 ACTIONS REQUIRED BY SAHF EXECUTIVE COUNCIL

3.1 The SAHF Executive Council is invited to:

- a) Recall SAHF EC Resolution 3, which highlighted maximizing the value proposition of NMHSs
- b) Concur with the need to increase opportunities for investment through a clear statement of the value(s) of SAHF NMHSs to society and the economy and their value as public institutions.
- c) Concur with the need to measure the value of SAHF itself to its members.
- d) Review, modify and agree to the focus of the proposed work outlined in paragraph 2.4

- e) Review, modify and agree to the steps proposed in paragraph 2.5
 - f) Agree on the participation of SAHF NMHSs in this activity
- 3.2 The SAHF Executive Council is invited to consider, and revise the following resolution for adoption:
- Requests the SAHF partnership through RIMES to work with SAHF NMHSs to assist them to develop a clearer understanding of their value to their respective consumers, stakeholders and government owners. To test a process with one or possibly two of SAHF NMHSs as a case study and report the findings to the SAHF EC