

GLOBAL TRENDS AND BEST PRACTICES IN CITIZEN-CENTERED SERVICE

BRIAN MARSON

Asian Productivity Organization International Expert, and Co- Founder, The Institute for Citizen Centred Service, Canada

www.iccs-isac.org





Office of the Public States Development Conversionitor



Presentation Outline



1. The Global Transformation of Public Sector Services

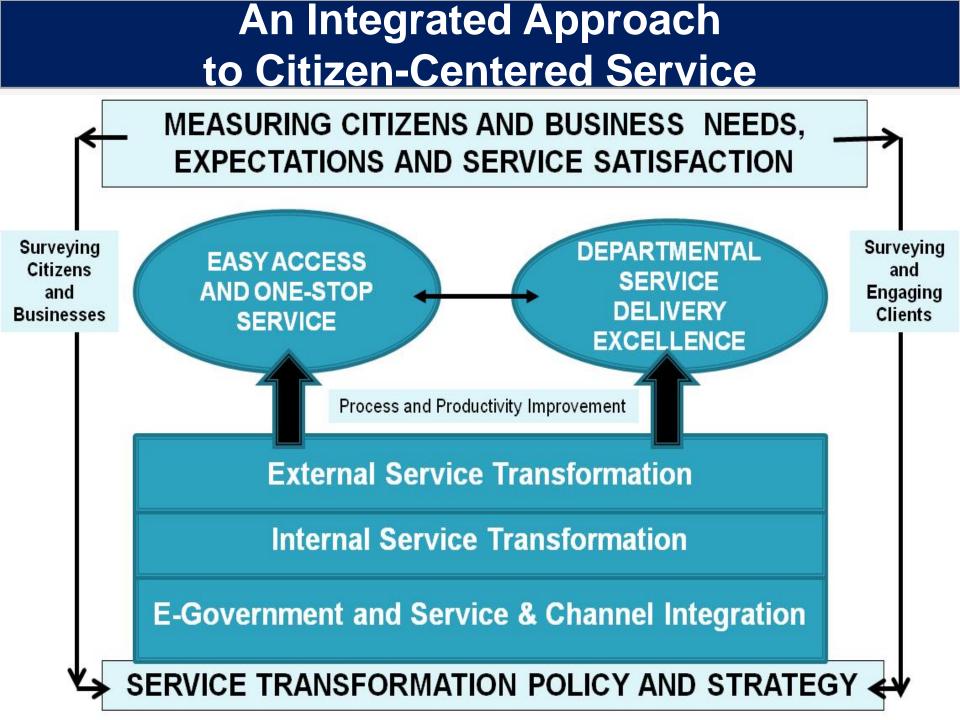
2. Researching Citizens' and Businesses' Service Needs and Expectations

3. Implementing One-Stop Service, and Achieving Service Excellence

4. Enhancing Citizens' Trust in Public Organizations

THE GLOBAL PUBLIC SECTOR SERVICE REVOLUTION

- 1. <u>Listening to Citizens and Businesses</u> to Identify their Service Needs, Satisfaction, and Priorities for Improvement
- 2. Creating, Integrated <u>One-Stop Service</u> and <u>E-Government</u> Solutions to Improve Accessibility, Convenience and Efficiency
- 3. Measuring, Benchmarking and Improving Client Satisfaction to Achieve <u>Service Excellence</u>





and the second second

OPDC is Leading Similar Changes in Thailand: Measuring Satisfaction with Services; e-Government; Streamlining Processes; One-Stop Service for Citizens and Business; and Improving Citizen Access (1111)



One Start One Stop Investment Center

OSOS

Since this is an International Phenomenon: What Are Some Global Best Practices?



 <u>Global Best Practices in Understanding</u> <u>Citizens' and Businesses'</u> <u>Service Needs and Expectations</u>:

Canada and New Zealand



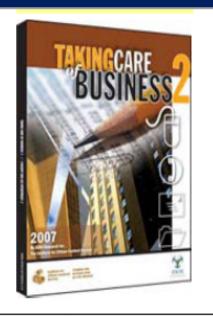
Defining Citizen-Centred Service Delivery

"Citizen-Centred Service incorporates citizens' concerns at every stage of the service design and delivery process; that is, citizens' needs become the organizing principle around which the public interest is determined and service delivery is planned."

> -Task Force on Service Delivery Models, Government of Canada

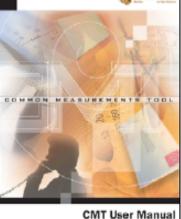


Canada and New Zealand are Global Leaders in Regularly Surveying Citizens' Service Expectations and Satisfaction





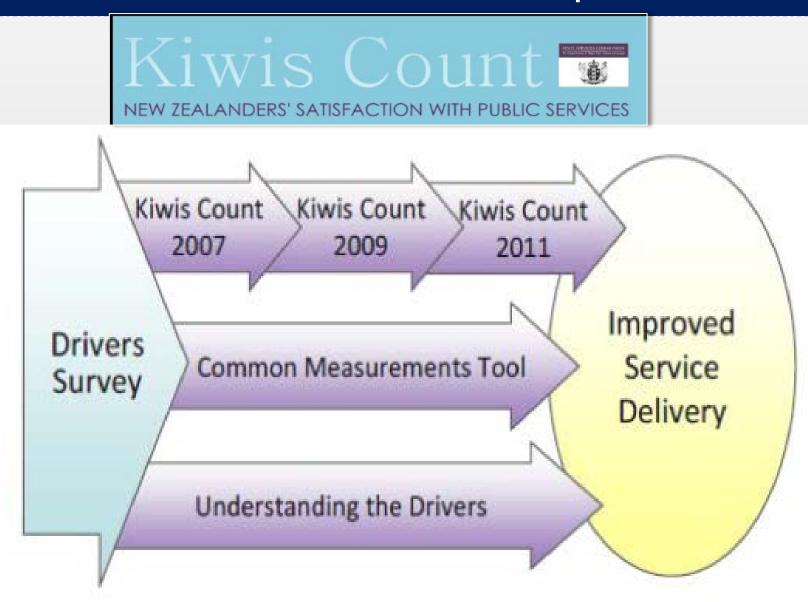








New Zealand- Surveying Citizens and Using the Results to Drive Service Improvement



KIWIS Count



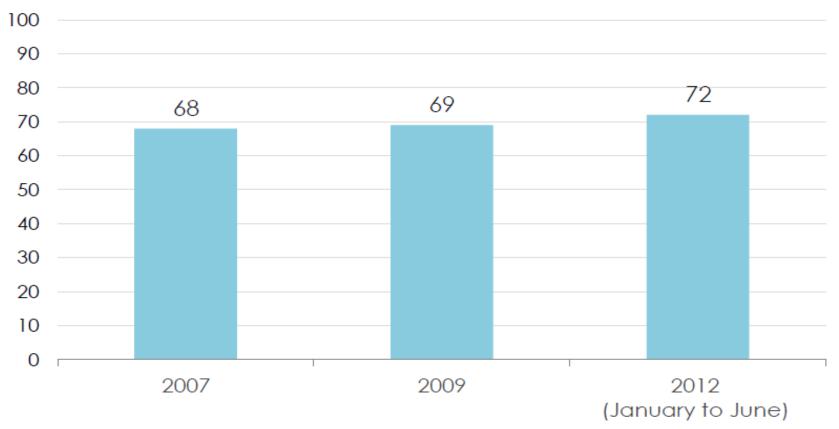
•Since 2006, the New Zealand Government has annually surveyed a random sample of several thousand Citizens to identify citizens' service Expectations, as well as Government Service Performance.

•Since 2012, the Kiwis Count surveys are conducted quarterly



NEW ZEALANDERS' SATISFACTION WITH PUBLIC SERVICES

Service Quality Score Trend: All Services (2007 to 2012)





New Zealand: Improving Government Service Satisfaction Scores through Citizen Surveys

Service Quality Scores: Service Groups

	Service Quality Scores				
Service Group	2009	June 2012	Change in SQS (2009 to 2012)		
Border Services	71	77	6		
Taxation & Business ⁷	62	68	6		
Justice & Security	63	67	5		
Environment & Recreation	72	75	3		
Local Government	69	72	3		
Health	69	72	3		
Social Assistance & Housing	68	70	2		
Passports & Citizenship	77	78	1		
Education & Training	68	69	1		
Motor Vehicles		79			
Service Quality Overall	69	72	3		



New Zealand- Satisfaction Scores are Rising

Service Quality for Individual Services



Increased

The Kiwis Count data collected between February 2012 and June 2012 showed that 27 services improved since Kiwis Count 2009. Twelve of these increases were statistically significant (up from nine in 2009). The largest increases came from the services Importing goods into New Zealand or customs duties and New Zealand superannuation. Both increased by nine points.

03 No change

Three services recorded the same service quality score in the first six months of 2012 as they did in the 2009 survey.



Six services recorded decreases in service quality, although only one, Applying for or receiving a student loan or student allowance, was a statistically significant decrease (four services recorded significant declines in the 2009 survey).

Canada: Systematic Listening to Citizens and Business, and Improving Performance

Understanding the Big Picture (Citizen Level)

- <u>Citizens First</u> national surveys every two years
- <u>Taking Care of Business</u> national surveys every two years
- Annual Canada Internet Panel (13,000 people)
- National focus groups (e.g. telephone service)

Departmental/Program Level (Client Level)

- The Common Measurements Tool (CMT)
 - Developed by public managers for public managers
 - Housed at the Institute for Citizen Centred Service

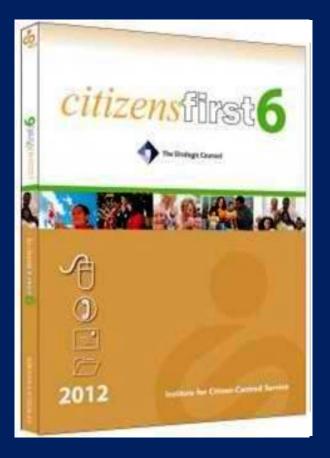


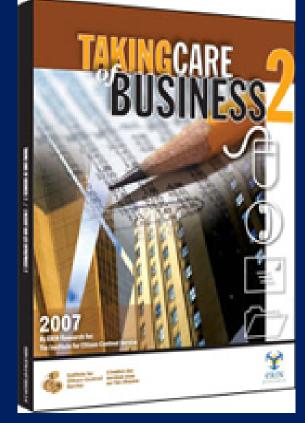
www.iccs-isac.org



- The CMT is based on the known "drivers" of client satisfaction
- The CMT permits programs to benchmark their results with others

Listening to Citizens' and Business' Service Expectations and Satisfaction in Canada: Systematic Biennial National Surveys (sponsored and funded by all levels of government)





ANSWERING the Call:

Improving Public Sector Telephone Service for Canadians Summary Report





e for L'institut des Centred services axès sur les citoyens Engaging with Canadians: the Government of Canada Internet Panel



Canada has used Internet-based citizen panels for over a decade.

- Over 13,000 Canadians have been recruited to the Canada Internet Panel each year;
- Several general surveys on service satisfaction and service issues are conducted with the panel throughout the year;
- Individual departments use the Internet Panel to test service proposals, such as new websites, as well as policy, program design and delivery issues;
 - On-line focus groups are conducted on service issues

"<u>Canada also leads the world in its systematic engagement with its</u> <u>citizens' views</u>. The Internet Research Panel recruits over 10,000 people from across the country each year to participate in online polls, discussions and focus groups, covering every topic from online services to foreign policy."—Computing.co.uk

Canada: the Surveys are Conducted by the Governmental Institute for Citizen Centred Service

• The Institute is Governed and funded by two Councils: the Service Delivery Council and the Chief Information Officers Council, representing all three levels of Government.



www.iccs-isac.org

"The Institute for Citizen-Centred Service, works with governments across Canada and around the world to improve citizen satisfaction with public sector service delivery.....Canada's focus on self-examination and its relentless pursuit of user feedback have allowed it to continue to build what is clearly one of the world-leading customer-focused government programs...setting the standard for the rest of the world."

The Survey Research Tracks Government Service Delivery from the Clients' ("outside-in") Perspective

UNDERSTAND CLIENTS' SERVICE NEEDS



PROVIDE ONE-STOP SERVICE

Finding/Accessing the Service or Group of Related Services

PROVIDE SERVICE EXCELLENCE

Good Practice: Improving RCMP

Performance on the "Drivers" What Canadians, who have had contact with the BCMP are saving

FINDING THE SERVICE

 -e.g. knowing the service location or phone #

> IIII Call Center

- e.g. parking, or getting through on the phone or Internet.

ACCESSING

THE

SERVICE



SERVICE DELIVERY QUALITY: One's experience with the service provider

 why clients are or are not satisfied with the service they receive. PROMOTE

SERVICE IMPROVE-MENT

PRIORITIES FOR IMPOVEMENT

 using the survey results to guide improvements

How Do Citizens Experience Government Service?



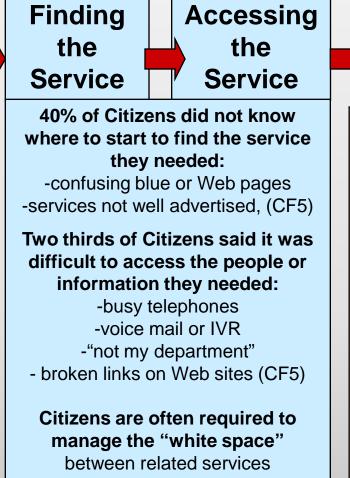


Citizens' Needs & Expectations

Over 90% of Citizens expected as good or better service from the public sector than the private sector.

Citizens often needed more than one government service – especially when dealing with life events such as birth, death, travel, unemployment and migration

ZU



(service bundles/clusters)

Canadian research

Service Delivery: Citizens' Experience with the Service Provider

Public services received an average service quality score of 72 out of 100 (CF5)

Five factors drive service satisfaction: <u>timeliness</u>, <u>knowledge & competence</u>, <u>courtesy/extra mile</u>, fairness <u>and outcome</u>.

When all five are performed well, public services score 87 out of 100; when one driver fails the score drops to 74/100, when four fail – 37/100 (CF3)

Timeliness is most important driver across all services & the telephone channel remains their priority for improvement.

The Canadian and UK Research: Five Main Factors Drive Service Satisfaction

These satisfaction drivers and their relative importance are those found in the *Citizens First Studies*

Citizens First CLIENT SATISFACTION



ISAC 2005 * Drivers vary by type and strength with the business line and channel

©ICCS-

Canada: A Steady Increase in Citizens' & Businesses' Service Satisfaction through Listening and Responding to Citizens

		Average score (0-100) National Best in Class					
							in
Service Satisfaction	CF1	CF2	CF3	CF4	CF5	CF6	CF6
Overall* National – 25 services	64	64	67	73	72	74	81
		1	10 poin	ts or 15	%		



Source: ICCS CF6

zen-Centred www.iccs-isac.org

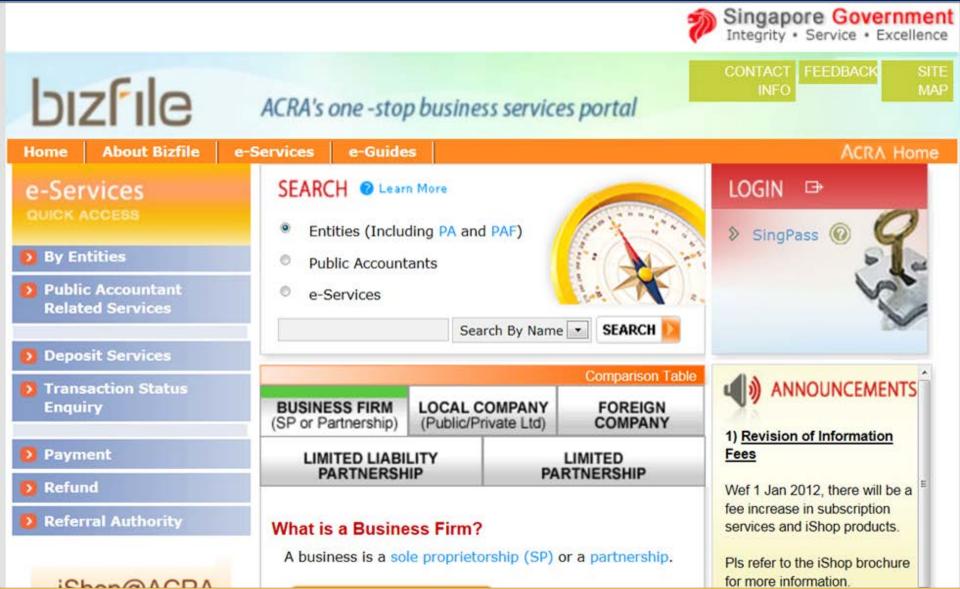
2. <u>Some Global Best Practices</u> <u>in One-Stop Service</u> <u>and E-Service</u>:

Australia, Canada, Portugal, Singapore, USA and Malaysia



Singapore: One-Stop Portal for Business BizFile- One Day to Register a Business Online

(The World Bank Ranks Singapore Number 1 in East Asia for Ease of Doing Business)



Singapore-25 "Citizen Connect" Offices



There are 25 One-stop centres with easy and convenient access to government services via internet stations

Among the 1600 Government services available, residents can pay government bills, renew and apply for season parking tickets, pay for library fines, apply for business licences or even find out more government policies, such as the baby bonus, at Citizen Connect, without needing to travel far.

Malaysia's New One-Stop Services for Citizens and Businesses



<u>Australia's Centrelink</u>: over 300 one-stop offices for citizens and businesses, plus mobile vans, one-stop E-service, and call center service



Portugal's "Citizen Shops"



- The "**citizen shops**" across the country come under the <u>Institute</u> for the Management of Citizen Shops, a public sector institute under the authority of the Ministry of Finance.
- Services co-located include social protection, pension funds, civil status certificates and extracts, plus business and taxation services There are also services provided by the Ministry of Health, the Post Office, the railways and the national tourism agency (over 50 bodies are included).
- Private companies such as banks and telecommunication services, and notary services are also involved. The "citizen shops" issue official documents: passports, identity cards and driving licenses.

India: Community Service Centers -100,000 Kiosks in Rural Villages, via a set of Public-Private Partnerships



- CSC is meant to be a low cost vehicle for Government institutions to deliver eGovernment services to the rural population of India in the most cost-effective manner.
- They are the physical front-end for delivery of eGovernment Services to citizens and accepting requests for government services from the citizen via eForms. They are also be used for delivery of services and interaction with private service providers.
- The program has created 100,000 CSCs across India`s rural and remote locations of India as of 2012.

<u>Canada:</u> has 600 One-Stop Service Delivery Centers for citizens and business at the National, Provincial and Local Government Levels, plus a 1-800-OCANADA call center, and award-winning E-service



Canada: 600 one-stop Service Canada offices



Inter-Governmental One Stop Centers: all levels of government are co-located at Ottawa City Hall

lawa

City Hall Hêtel de ville

110 Laurier Ave. West 110, av. Laurier Ouest



a 🗑 Ontario Canada

<u>One-Stop Health and Social Services</u> "211Ontario" Involves all levels of Government and Health & Social Service NGOs

211Ontario is a One-Stop Service for Integrated Health and Social Services

(Internet and Telephone Channels)



Easy access to community, social, health and related government services in Ontario

Ontario North

Niagara

Indsor-Essex

211Ontario.ca Online Directory of Services A bilingual directory of more than

56,000 agencies and services together on one searchable web

Find local 211 Ontario sites

English



Français

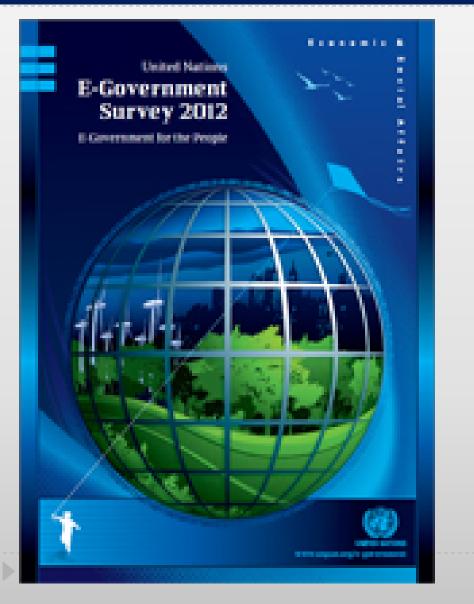
L'accès facile aux services communautaires, sociaux, de santé et gouvernementaux connexes en Ontario



Service Canada



E-Service Development Supports Both One-Stop Service and Ministry Service Improvement





Online web chat available Talk to us today!

Click Here

or call (02) 737-1111

NSO Birth Certificate Delivery

(02) 737-1111 birthcertificates.com.ph

UN Country Rankings by E-Service Maturity

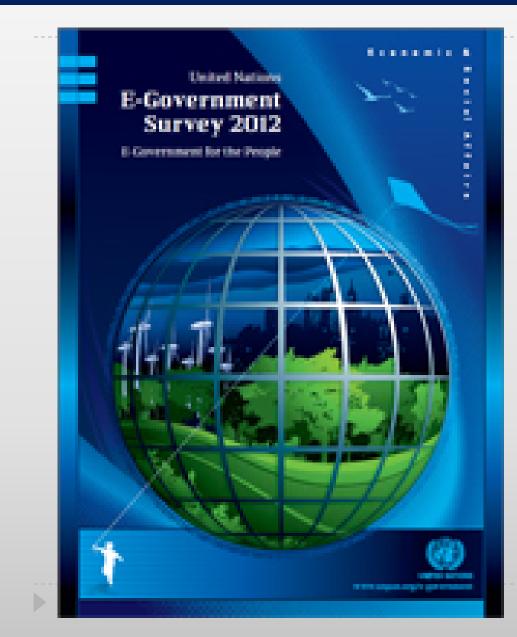


Table 2.1 Top 20 countries in online service delivery

Country	Online service index
Republic of Korea	1.0000
Singapore	1.0000
United States	1.0000
United Kingdom	0.9739
Netherlands	0.9608
Canada	0.8889
Finland	0.8824
France	0.8758
Australia	0.8627
Bahrain	0.8627
Japan	0.9627
United Arab Emirates	0.9627
Denmark	0.8562
Norway	0.8562
Israel	0.8497
Colombia	0.8431
Sweden	0.8431
Estonia	0.8235
Saudi Arabia	0.7974
Malaysia	0.7908

USA.gov: One-Stop Web Portal

Home | FAQs | Site Index | E-mail Us | Chat | Publications



USA: The State of Texas Inter-Governmental One-Stop Web Portal

THE OFFICIAL W

LANGUAGE

English 💌



Governor's Website Legislative | Judicial

Quick Links

Vehicle Registration Renewal

Driver License Renewal

Concealed Handgun License

Texas Veterans Portal

Emergency Preparedness More search options »

Popular searches this week

Vehicle Registration, Lottery, Driving Record, CHIP, Voting Info

Do

Take it online! Access Texas government services here.

Renew Vehicle Registration Order Driver Record Renew Driver License/ID Card Order Vital Records Pay CHIP Pay Sales Tax

Discover.

Look here for Texas information by category.

Agency Finder Assistance & Benefits **Business &** Professional Employment & Jobs Information Near You Licenses & Permits

Discover More 🤒

Connect.

We have many ways to keep you informed. Meet us here!

Social Media Mobile Applications Notifications & Alerts Community Ideas Open Data Photo Gallery

Connect More 🤒

Ask

Sometimes it's easier to ask. Go ahead, we're here to help.

FAQs

- Live Chat
- Find an Agency Contact Information
- Community Questions
- 2-1-1 Texas

Ask More 🤒

Conclusion: Three Types of One-Stop Centers are Emerging Globally

1. Information Gateways (One-stop Websites, Information Counters, and Call Referral Centres)



2. <u>Service "Department Stores</u>" which provide a wide range of government services in one place, either on-line or storefront (e.g. Service Canada or the Malaysian UTCs)



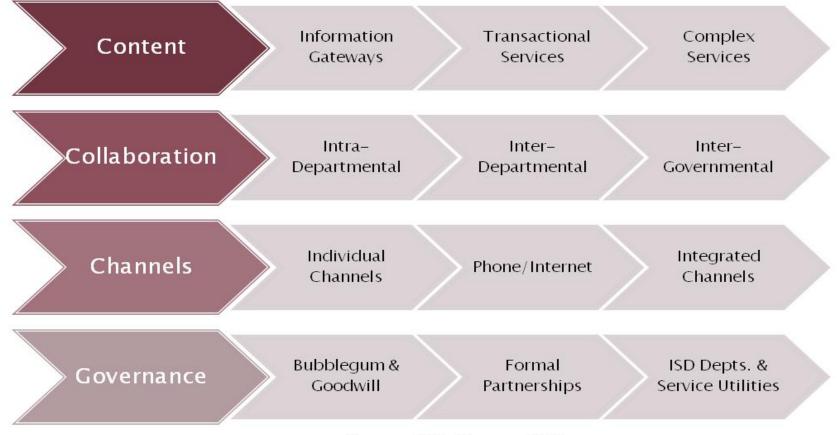
3. <u>Service Boutiques</u> with one-stop services bundled by client or by related services (e.g. businesses, senior citizens, health and social services)



There Are Four Trends in One-Stop Service

The Evolution of Integrated, One-Stop Delivery Models

Four Trends in Service Collaboration



Source: © B. Marson, 2005

3. <u>Global Best Practices in Measuring</u> and Benchmarking Client Satisfaction to Achieve Service Excellence:

Canada and New Zealand



Best Practice in Measuring and Benchmarking Client Satisfaction: Canada's Common Measurements Tool



Used by Canada, Australia, Malaysia, New Zealand UAE, Qatar, and other countries



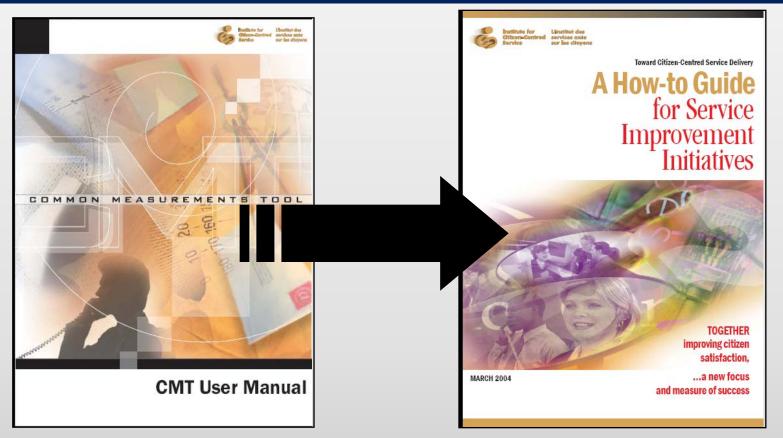
Institute for I Citizen-Centred s Service s

L'Institut des services axés sur les citoyens

- A multi-channel instrument for designing client satisfaction surveys; has a "bank" of standard questions;
- Based on empirical research into the "drivers" of service satisfaction
- Designed by public servants, for public servants; free to the Canadian public sector
- Enables public organizations to benchmark results with others if the "core questions" are used;
- Being used at all three levels of government across Canada and in a number of other countries like New Zealand, Malaysia, UAE

Obtain from: www.iccs-isac.org

Listening to <u>Clients</u> and Improving Service Satisfaction in Canada: The Common Measurements Tool, and the Service Improvement Guide



The CMT is used across the entire Canadian Public Sector and under license in New Zealand, Australia, Malaysia, UAE, Qatar and several other countries

Citizen Access to Services: Drivers of Client Satisfaction

Successful access concludes with contacting staff when it is convenient – the key driver

Citizens First 4

Knowing where to start and how to get the service

Ability to easily find what or who you are looking for Ability to contact staff when it is convenient

©Institute for Citizen-Centred Service

Research has Identified Five Main "Drivers" of Service Satisfaction*

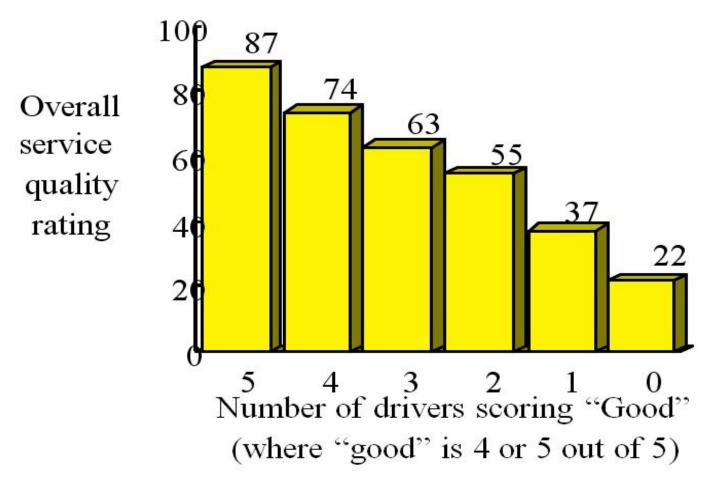
These satisfaction drivers and their relative importance are consistent with those found in the biennial *Citizens First* Studies



©ICCS-ISAC 2005 * Drivers vary by type and strength with the business line and channel

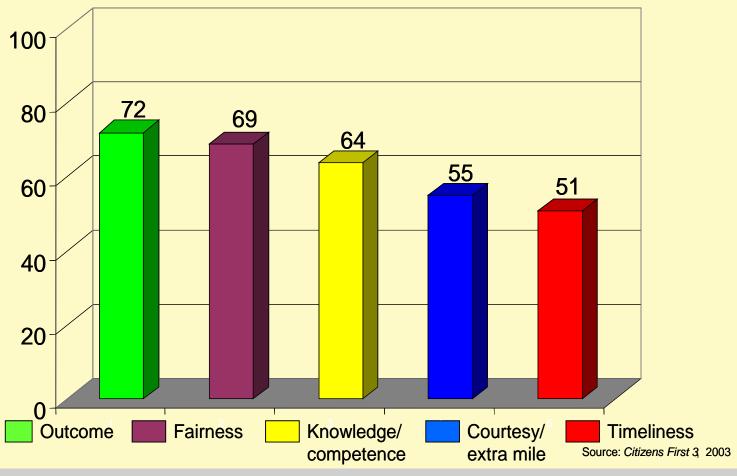
Performance on the Five "Drivers" Determines Overall Client Satisfaction

These clients rated service 4 or 5 out of 5 on all five drivers



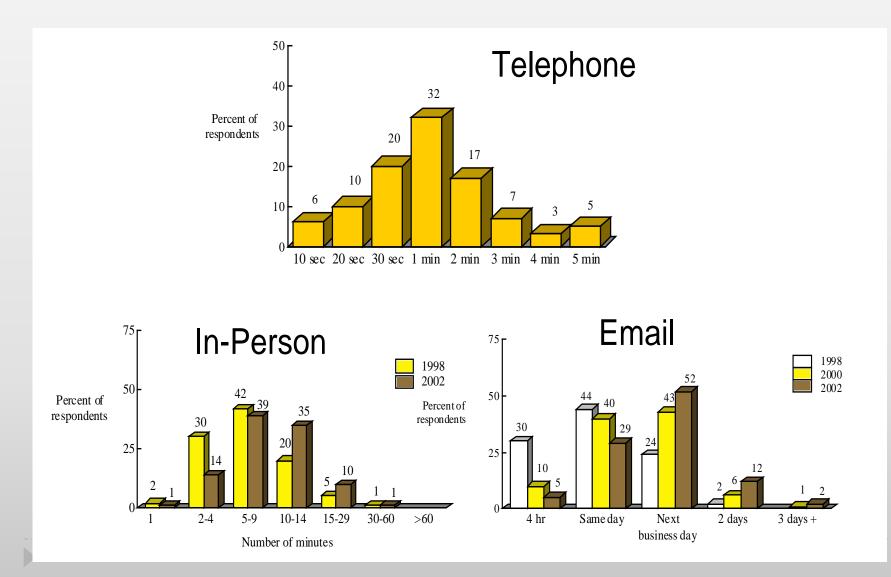
Which Drivers Most Need Improvement? *

How are we doing on the "drivers"?

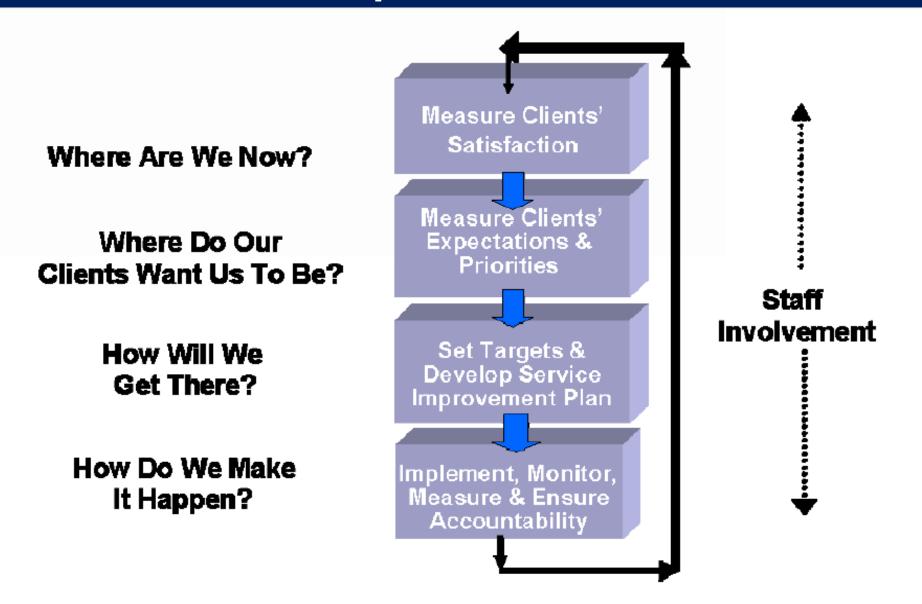


* Canadian research data- will vary by department and country

Canadian Service Standards: Identifying Citizens' Expectations



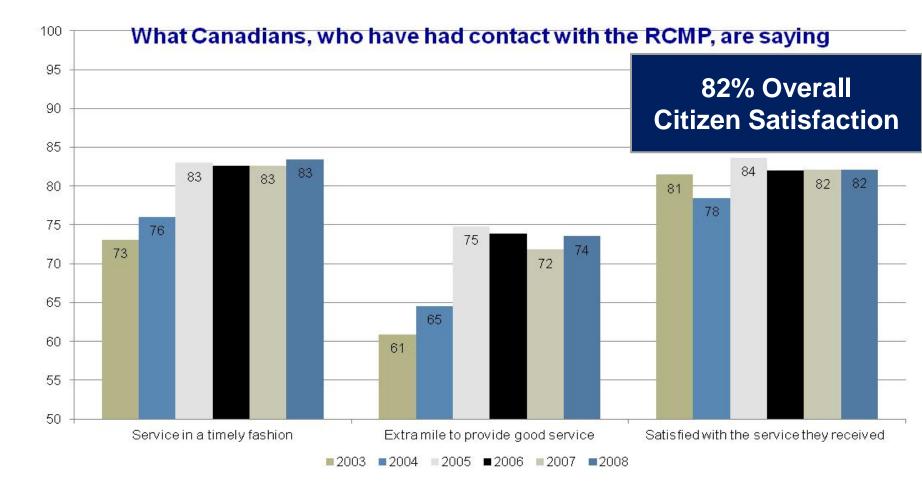
The Canadian Public Sector's Service Improvement Process



Improving Client Satisfaction through Surveys

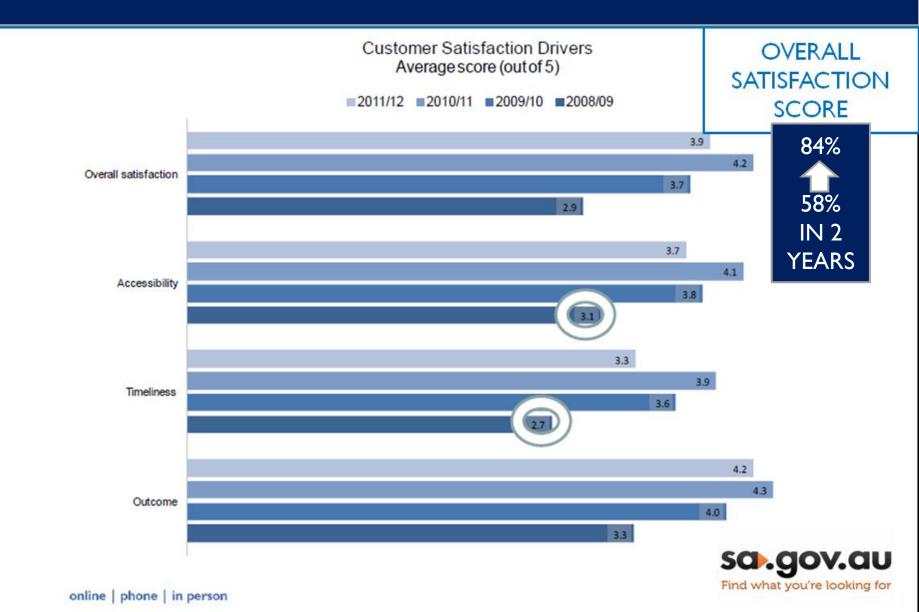


The Royal Canadian Mounted Police Surveys over 7,000 Citizens Annually Using the Common Measurements Tool Survey Tool, and Use the Results to Improve Service



Promote Excellence in One-Stop Client Satisfaction

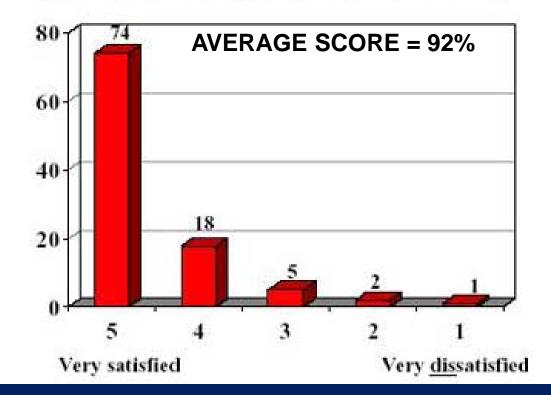
(Using the ICCS Common Measurements Tool)



Client Satisfaction with the Service Provided by the Government of Canada`s One-Stop Call Center

(5-point scale; 5 = very satisfied, 1 = very dissatisfied)

(N=416; asked of those who called 1-800 O'Canada)



Service Excellence: Achieving World Class Levels of Client Satisfaction

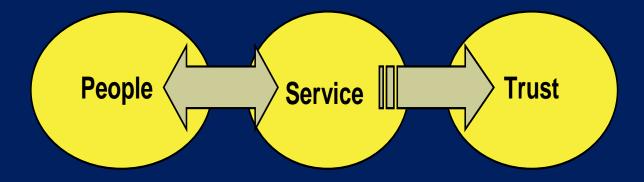


Citizen Centered Service in Canada: Outperforming the Private Sector

"Many public sector services outperform mainstream private sector services in the eyes of Canadians" (Citizens First-4 Survey, 2006)

How do public and private services compare? Citizens First 1 and 4				
Services	Mean Service Quality Score (0-100)			
	Private		Government	
	CF1	CF4	CF1	CF4
Visited a public library	-	-	77	84
Supermarkets	74	71	-	-
Canada Post	-	-	57	70
Private mail carriers and courier companies	68	74	-	-
Used municipal public transit (bus, streetcar, subway)	-	-	58	68
Taxis	57	64	-	-
Average rating across services shown	66	70	64	74

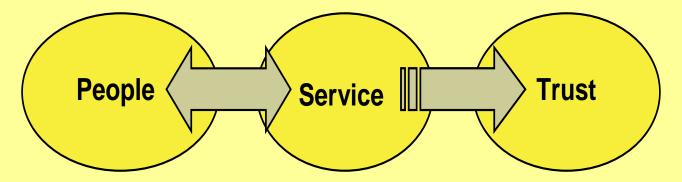
4. Citizen-Centered Service and Public Trust: The Public Sector Service Value Chain



Linking the People, Service and Public Trust Agendas

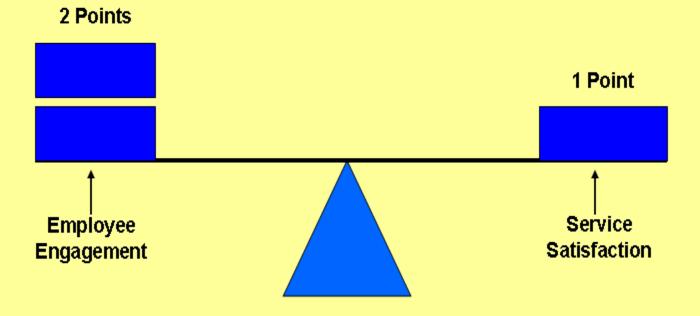
The Public Sector Service Value Chain concept proposes that these three aspects of public management are linked:

- LINK ONE: Engaged employees provide better service, and in the other direction good service to clients results in proud and engaged employees
- LINK TWO: Excellent service is <u>one</u> important factor that helps build trust and confidence in public institutions

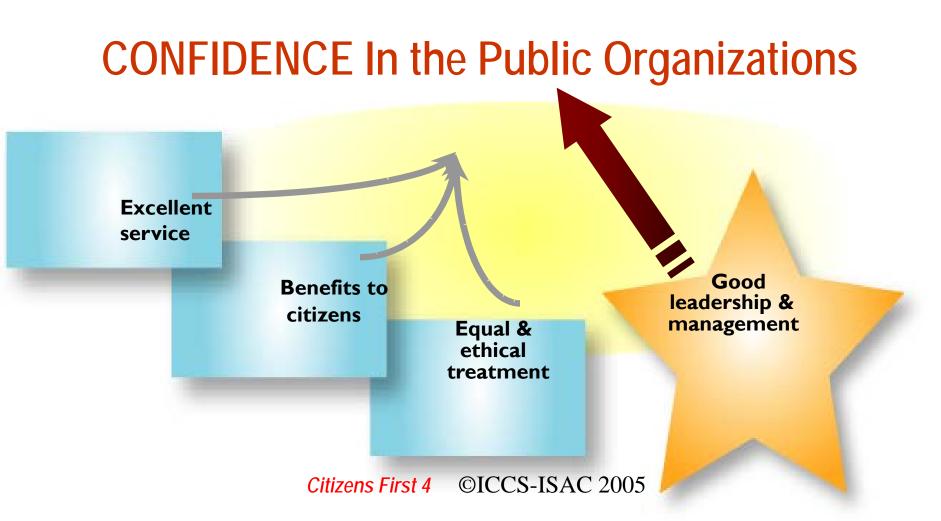


Higher Levels of Employee Engagement Drive Higher Levels of Client Satisfaction

Increasing employee engagement leads to improvements in service satisfaction.



For every 2 point increase in employee engagement, citizen service satisfaction increased 1 point. Excellent Service and Good Management Drives Citizen Trust and Confidence in Public Organizations



Drivers of Citizen Trust and Confidence in Public Institutions

– Leadership and Management (50-65% impact)

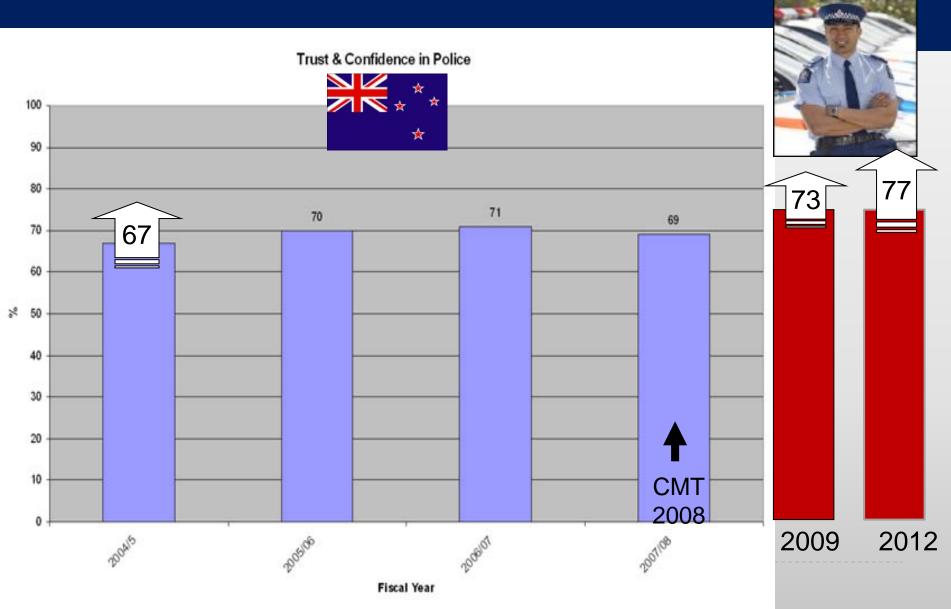
- Listen to citizens and the views of the community;
- Admit mistakes when they happen;
- Conduct business in an open and accountable manner;
- Do a good job of managing tax dollars (no scandals);
- Have strong and competent leaders, and are well managed.

- Equal and ethical treatment (10-15% impact)

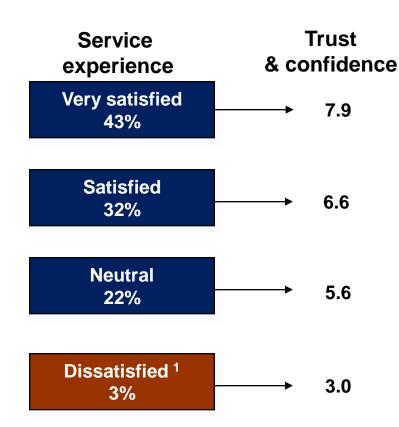
- Deal honestly with citizens;
- Treat people fairly and equally.
- Deliver Quality services (10-20% impact)

<u>Deliver services that meet citizens' needs</u> (10-25% impact)

Using Service "Drivers" to Improve Public Trust in the New Zealand Police



Region of Peel (Toronto) Research in 2011 The Impact of Service on Trust & Confidence in Peel





When clients are very satisfied with their service experiences (averaging above 8/10), overall trust and confidence in Peel is 7.9 out of 10.

When clients are dissatisfied with their service experiences (averaging less than 5/10), trust and confidence is 3.0 out of 10

This illustrates that, trust and confidence in the Region of Peel rests in part on satisfaction with Regional services.

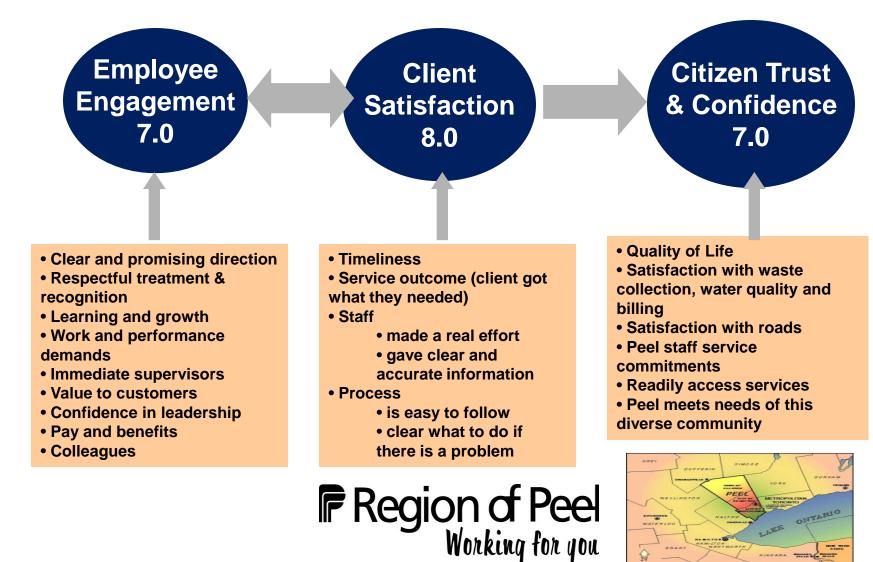
Source: Region of Peel

Working for you



Peel Region (Toronto): Service Value Chain Measurement

(average score out of 10)

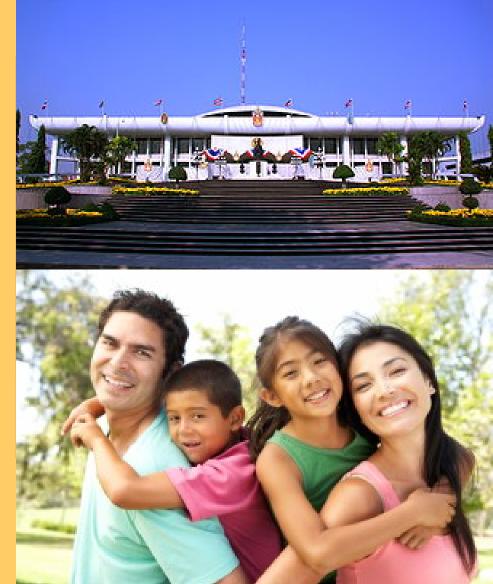


Conclusion: Citizen-Centered Service Delivery Builds Citizen Satisfaction and PublicTrust

Each service experience is a moment of truth

Strengthens or weakens confidence in public institutions and democratic citizenship

Both the challenge <u>and</u> the glory of service delivery in the public sector



Conclusion: Global Experience Demonstrates that a Citizen-Centered Service Strategy Can Build Both Citizen Satisfaction and Public Trust

Kop Koon Krup!





Office of the Public States Development Commission





BEST PRACTICES IN CITIZEN-CENTERED SERVICE REFERENCE DOCUMENTS AND WEBSITES

- 1. Institute for Citizen Centred Service (www.iccs-isac.org)
- Partnership Workbook (<u>http://www.iccs-</u> isac.org/en/pubs/Ontario%20Horizontal%20Partnerships%20Framework.pdf)
- 3. Integrating Service Delivery Across Levels of Government (http://www.businessofgovernment.org/report/integrating-service-deliveryacross-levels-government-case-studies-canada-and-other-countries)
- 4. Integrating Service Delivery- international case studies (<u>http://www.iccs-isac.org/research/publications-sale/integrating-service-delivery/</u>)
- 5. A How-to Guide for Service Improvement Initiatives (<u>http://www.iccs-isac.org/en/pubs/How%20To%20Guide%20for%20Service%20Improvement%</u> 20Initiatives%20-%20May%202007.pdf)
- 6. **How to Conduct Customer Surveys (**<u>http://www.iccs-isac.org/en/pubs/OPS_Guide_E.pdf</u>)</u>
- 7. Measuring and Benchmarking Client Satisfaction with the CMT
- 8. (http://www.iccs-isac.org/cmt/about-the-cmt/?lang=en)
- From Research to Results Marson and Heintzman (http://www.ipac.ca/documents/NewHorizonsmarsonandheintzman.pdf)

