

Preparing to Collaborate

To access EU funding

Leicester, January 22nd workshop



HE
CAN'T
DO IT
ALONE



ENLIST TODAY



Why Collaborate?

- Geographic Scale
- Working across LEP area
- Synergies with what other organisations do
- Building a seamless pathway / client journey / supply chain
- Adding niche aspects to service
- Accessing social investment & navigating PBR

Commissioner perspectives

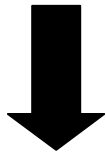
- Often don't want to fund two similar projects in an area / duplication
- Want to see evidence that you've done your preparatory work
- Bid size threshold?
- Value for money/ Best service

Different Contracting Forms

- Provider
- Managing Agent
- Managing Provider
- 'Super Provider'

Provider

Contractor



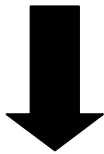
Provider



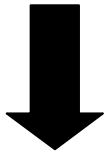
Provision of Services

Managing Agent

Contractor



Managing Agent



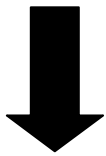
Sub-contractors



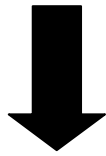
Provision of Services

Managing Provider

Contractor



Managing Provider → Provision of Services



Sub-contractors → Provision of Services

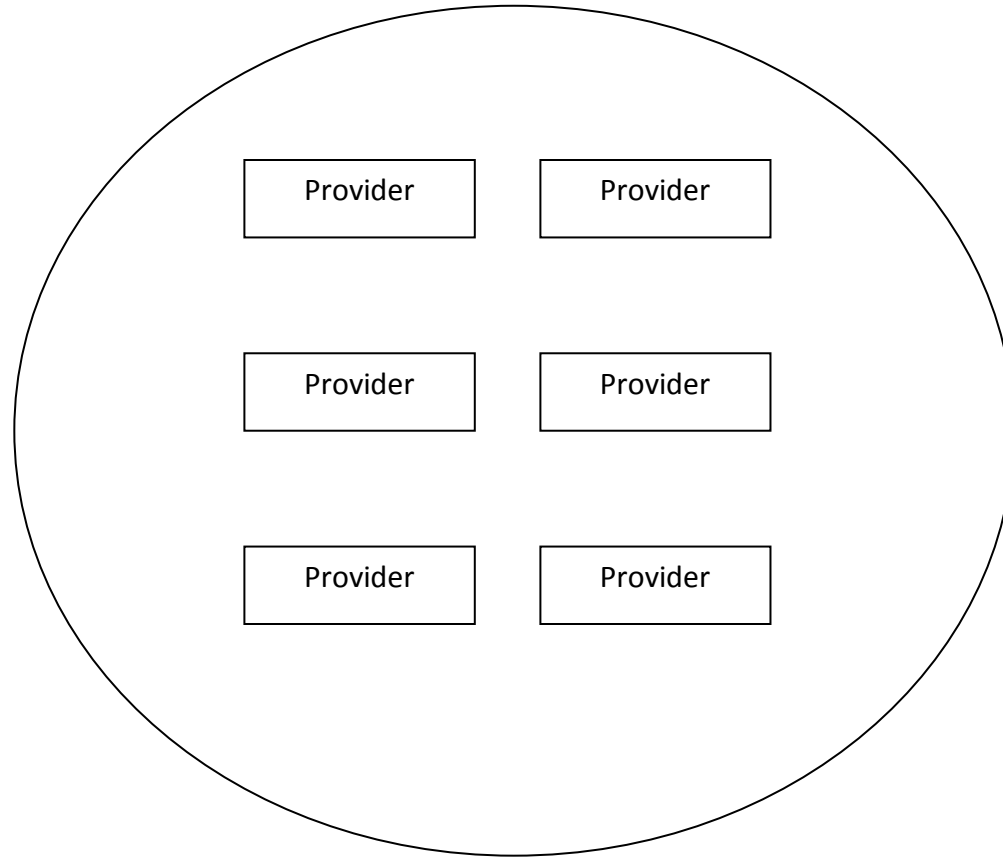
Managing Agent/Provider

Contract top slice

Percentage of contract to pay for management of sub-contractors:

- Performance
- Quality
- Financial management

'Super Provider'



aka Formal Consortium

Collaboration Spectrum

Networks/
Partnerships

Loose consortia

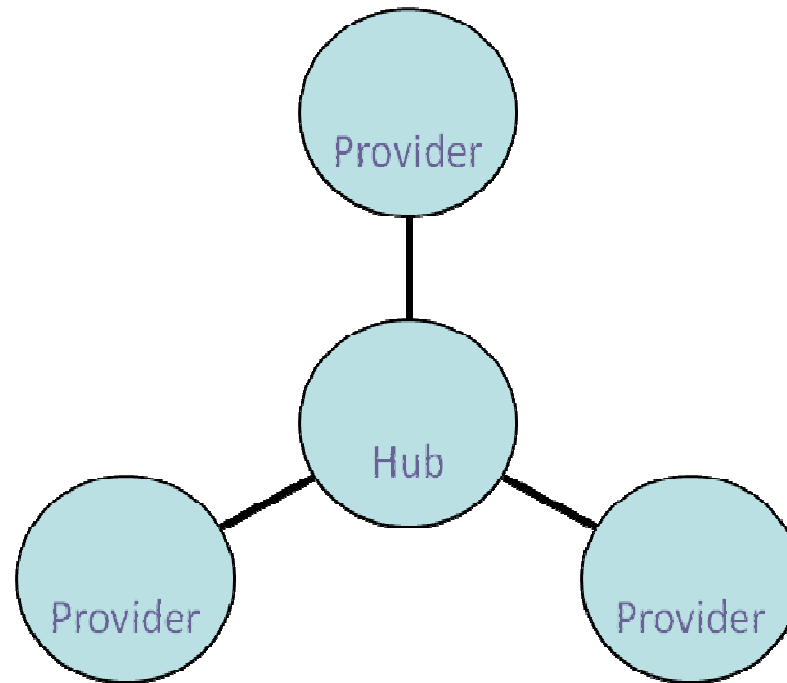
Formal consortia

Mergers

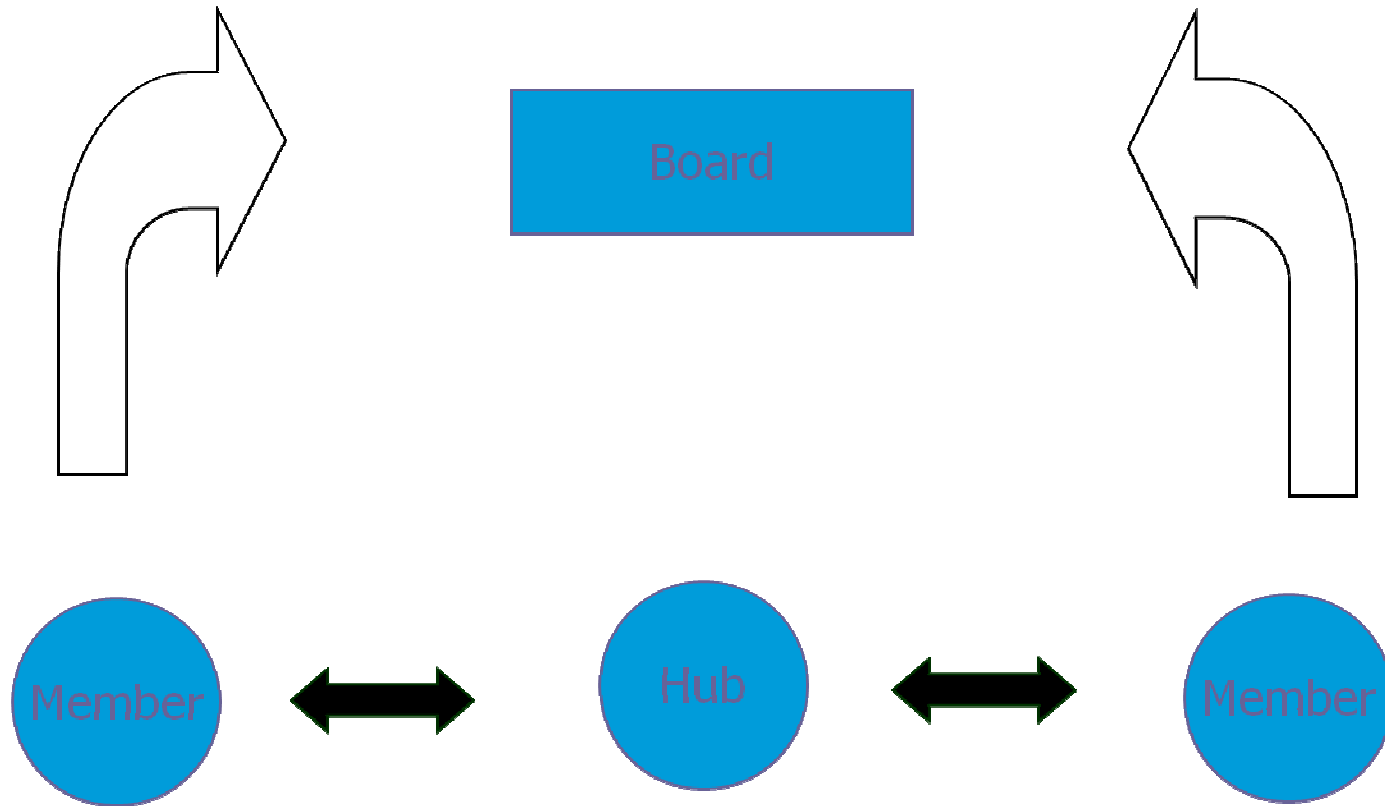
How does it work?

- Incorporation to form new legal entity
- Providers become members of this company
- Hub and spokes operating model

Hub & Spokes operating model



Ownership & Management Structure



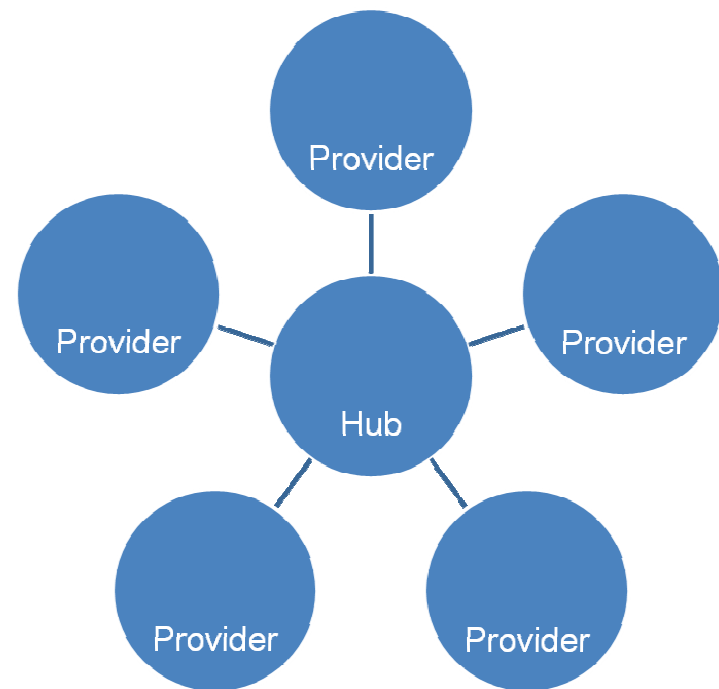
Social ownership

- Owned and controlled by the members
- 2 tier governance:
 - Council of Members
 - Board

Some Examples

DESTA = Formal Consortium

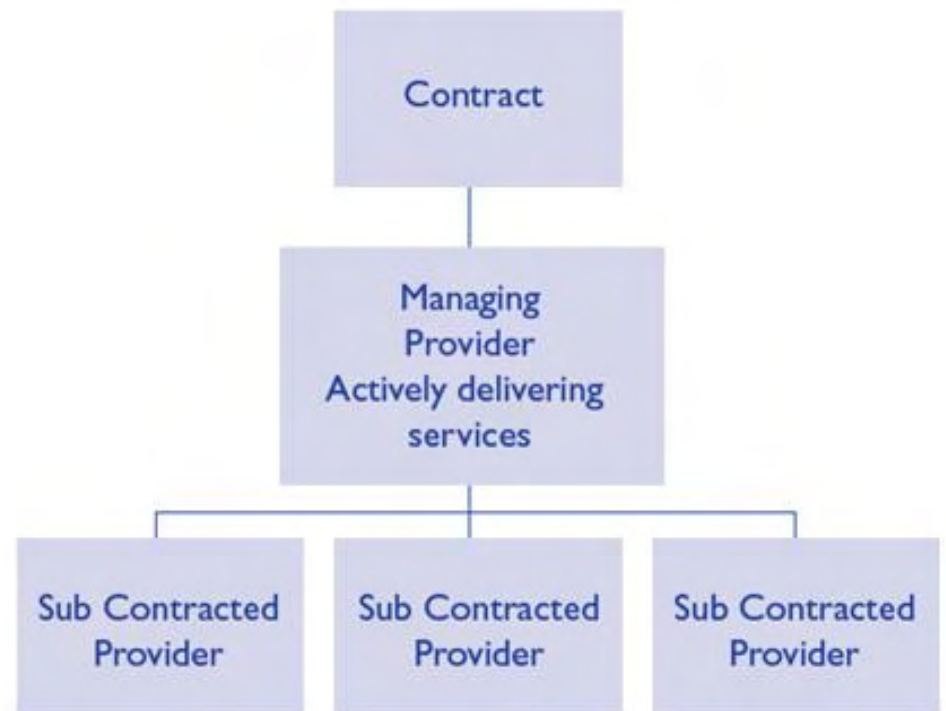
- West London
- Health and Social Care focus
- Incorporated body – ‘Charitable Company’
- 43 Members
- 2 tier governance structure
- ‘Hub and spokes’ operating structure
- Delivering £1.01m Expert Patients Contract



Managing Provider

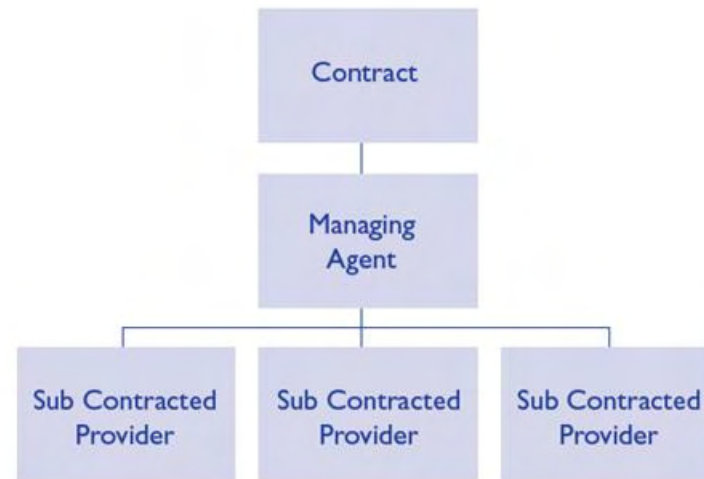
Sheffield Youth Consortium

- Lead body = Zest
- 20 Local Providers
- Delivering £2m targeted youth support contracts
- Zest delivers some services itself and sub-contracts others
- Variant model = rotating lead provider



3SC = Managing Agent

- “We don’t deliver contracts but we do deliver results”
- 7 National partners formed LLP.
- Over 2000 orgs in supply chain
- Delivering £36m of contracts through future jobs fund



Model Appraisal Exercise

- Use handout
- Pros and cons of the 3 models

Working up Project ideas

- What would the project look like?
- What would deliverables be?
- What might be an appropriate consortium model?
- On what basis would you select partners?

Success Factors

- Find the right partner(s)
- Begin now, don't wait.
- Choose a fit for purpose structure
- Look beyond a single opportunity (e.g. European infrastructure funds)
- Talk to the LEP

How to get started?

- Bring partners together
- Seed corn/set up funding
- Business/ Project plan
- Outcomes/ interventions
- Supply chain development/who does what
- Develop and write bids
- Win!!!

Start up Funding

- **Community Services Grants**
- Up to £10k, available to any organisation with an interest in delivering a public service. Specific mission to support consortia.
- For more information:
- <http://www.sibgroup.org.uk/communityrights/>
- <http://mycommunityrights.org.uk/community-right-to-challenge/grants/>
- As part of their application, organisations are encouraged to fill out an online 'Contract Readiness Checker'
- <http://www.contractreadinesschecker.org.uk/>