



Local Commissioning, Local Partnerships: are we ready?

Workshop: Models of VCSE consortia and collaboration

Why collaborate?

- Different drivers for collaboration
- Not always the only option
- Do the right partners exist?
- *Form* should follow *function*
- Why do you need a 'model'?
- Using someone else's model:
 - Entering a supply chain



Exploring collaboration, simple steps



Possible drivers

Changes to policy & commissioning

Bigger contracts

Fewer grants

Opportunity to improve

Can't do it on your own

Join up services

Savings / efficiencies

Take on a new service

Generate new revenue



Is the collaboration..

Speculative

Longer term collaboration, set up in advance with a wide membership and wide areas of activity

Responsive

Shorter scale collaboration, set up in response to a particular opportunity with only relevant partners

How does it relate to your mission?

Activity that is directly related to your mission

Core activity

Non-mission related activity, income driven

Non-core activity

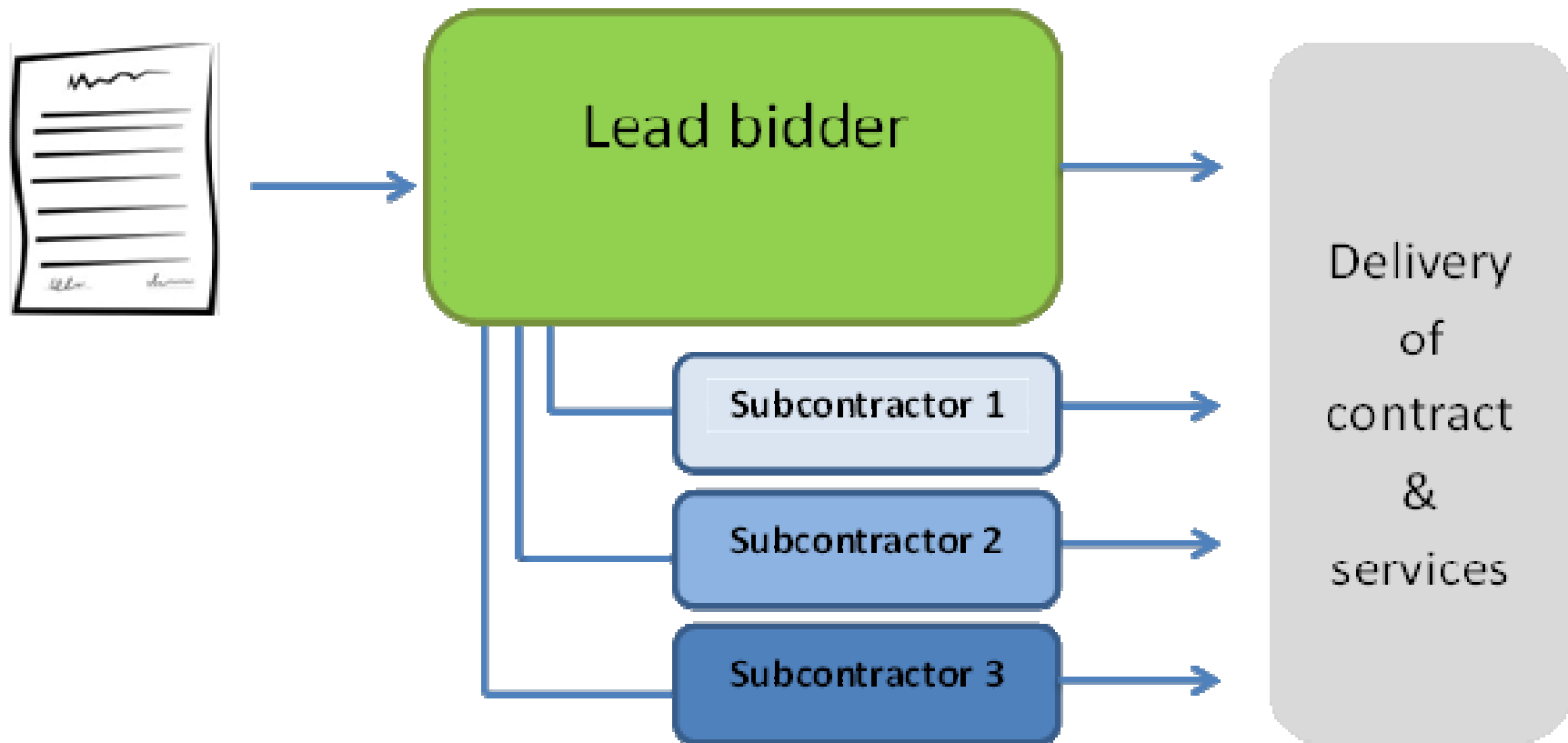


Think what you want to *give* and *get* out of a partnership

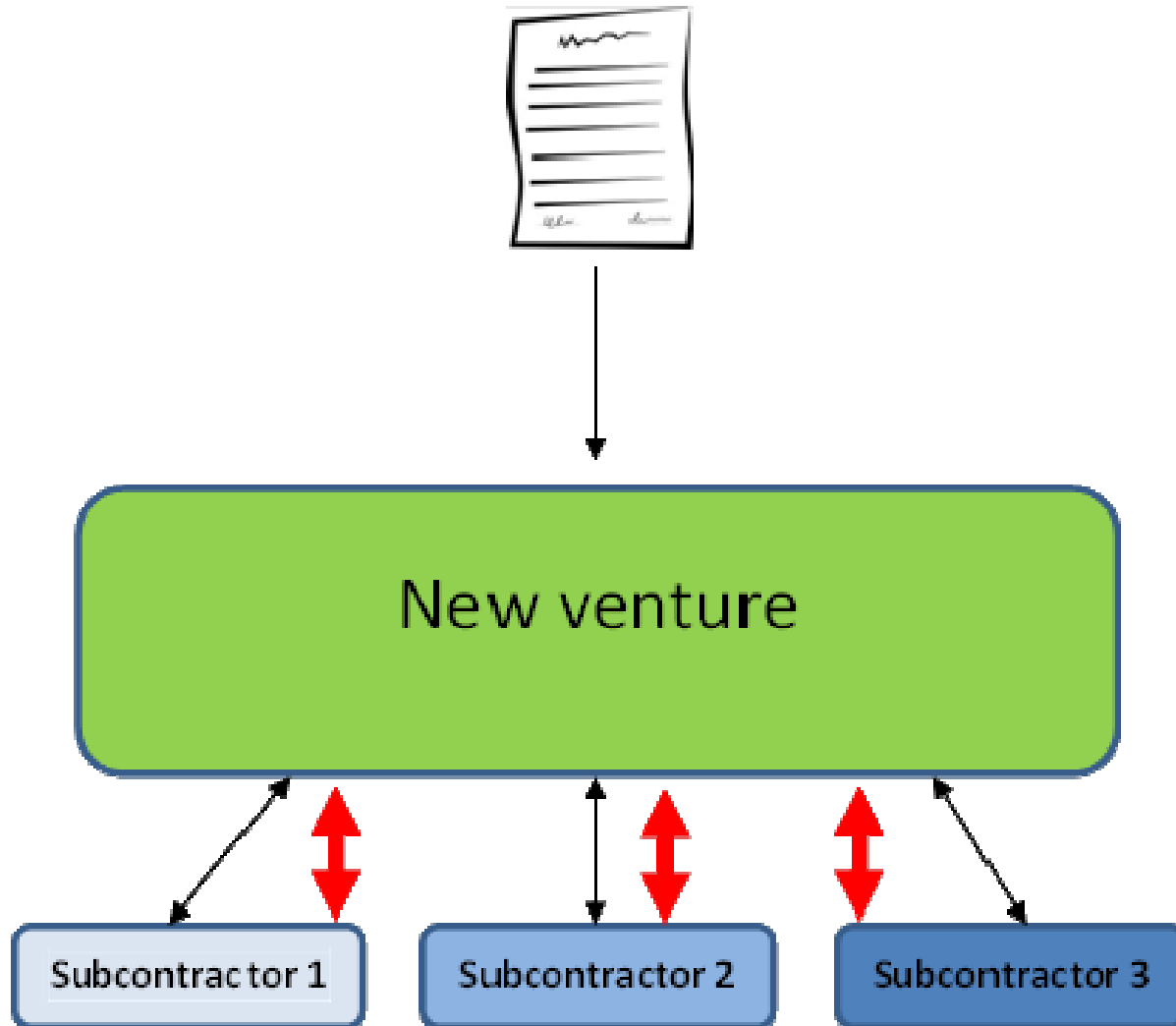
Give	Get
<i>What strengths would your organisation bring</i>	<i>What weaknesses could be overcome by joining with others?</i>



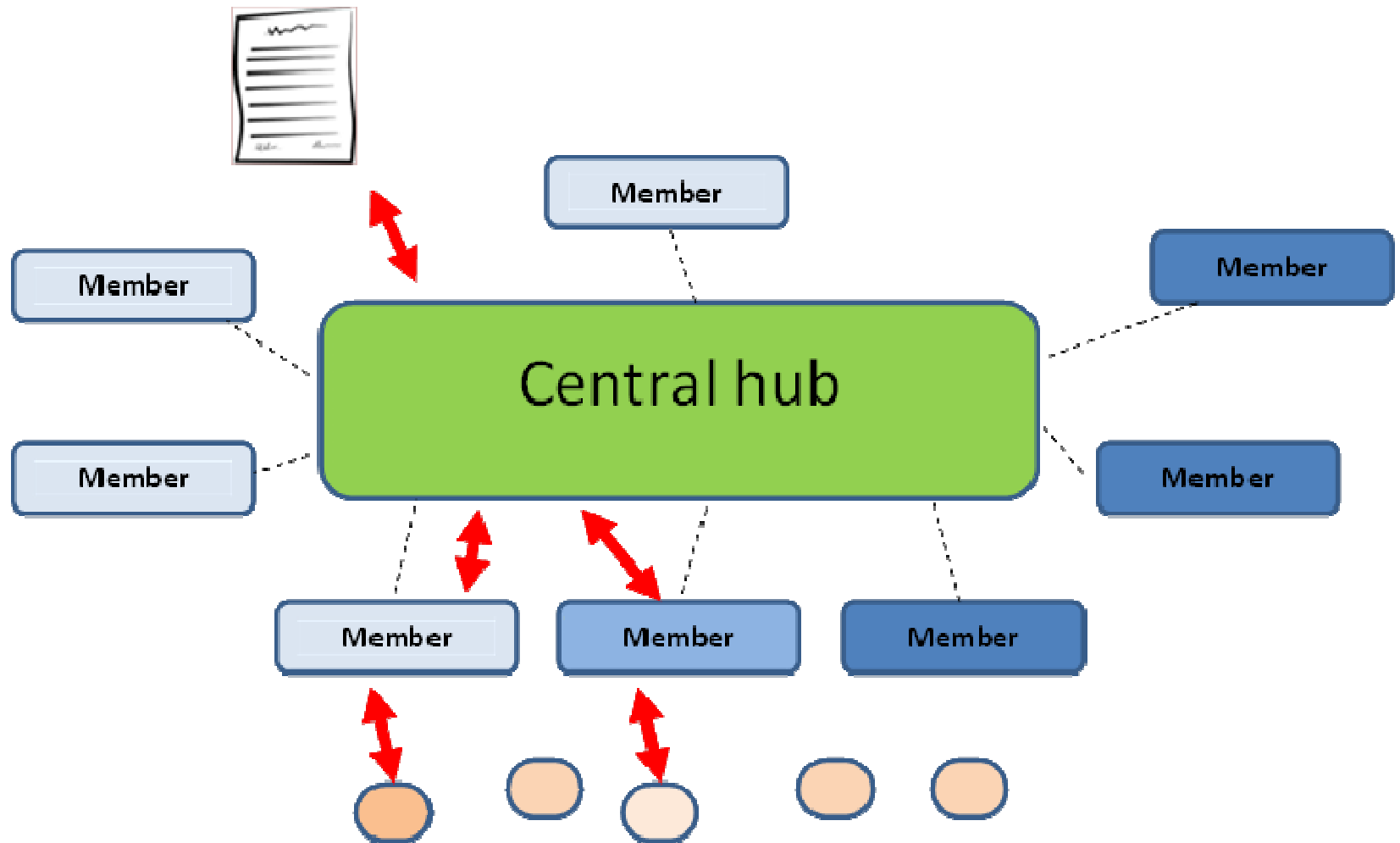
Lead body



Joint venture model



Standing consortium / hub & spoke



Success factors?

HARD ISSUES

Structures,
agreements and
paperwork

SOFT ISSUES

People,
personalities and
relationships



Safer Kent Partnership

Jason Martin

Kent Community Alliance of
Networks

Safer Future Communities

Money in, event, forum and communication lines

Must try harder!

What do we do?

A practical legacy

PEST Analysis & Membership Survey

Consortium!!

The Consortium

Prime Contractor – a non-deliverer

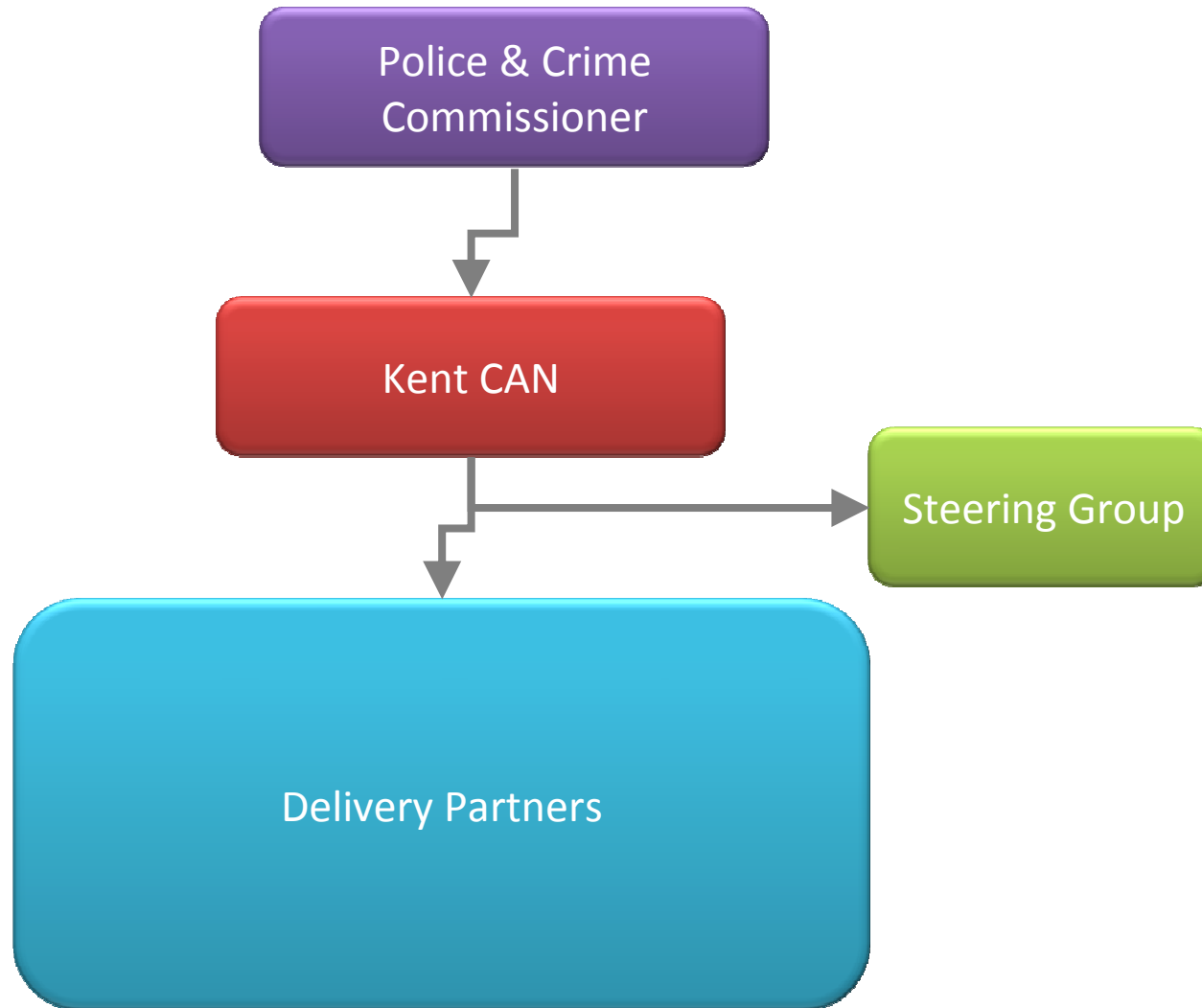
Steering Group

Membership working group

Priorities working group

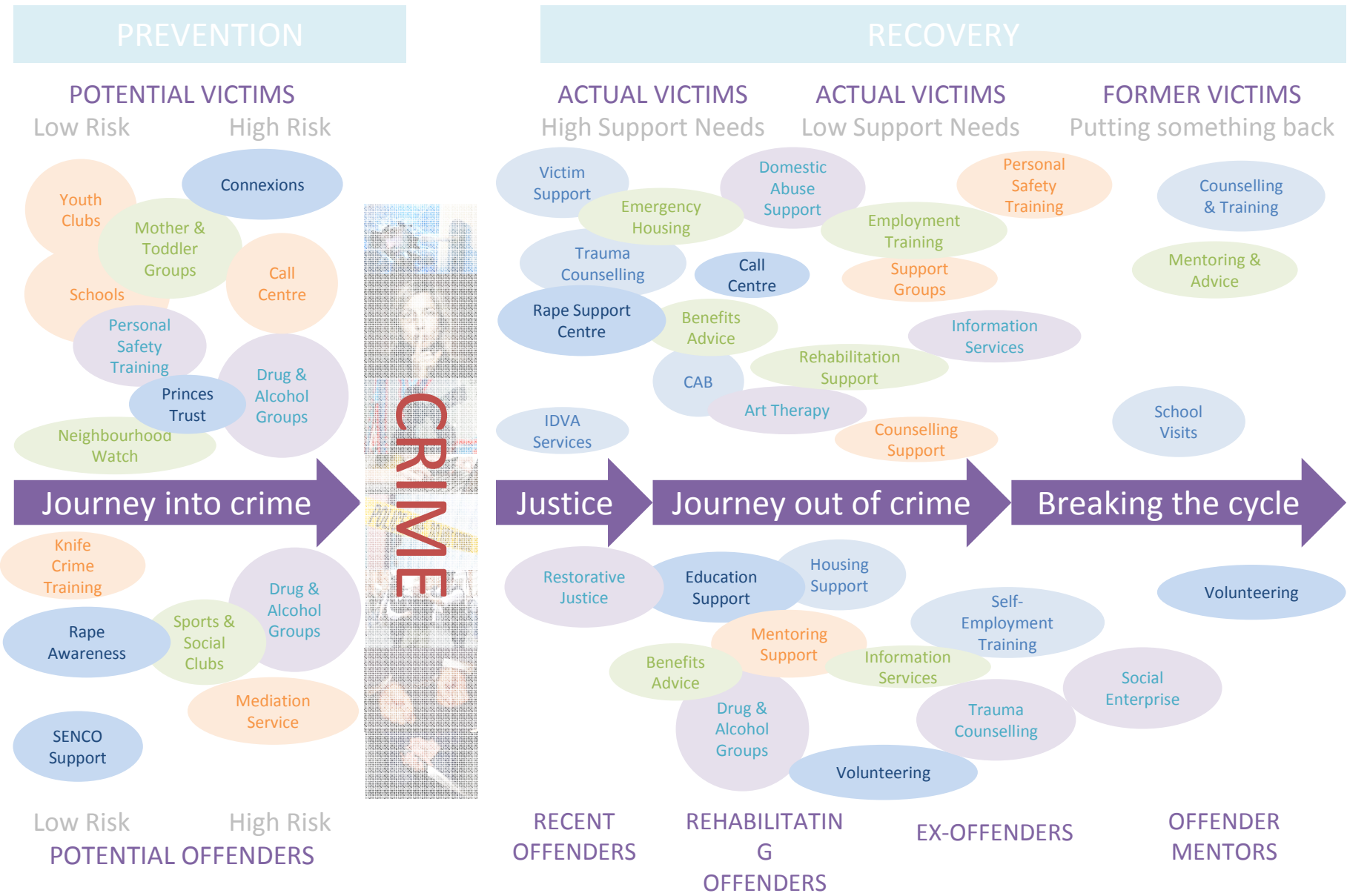
Delivery Bank

The Consortium Structure



A Criminal Journey

Our Membership Framework



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See us on:



Small group discussion

- How relevant are consortia to your organisation?
- If so
 - What role?
 - What model?
 - Why?
- What potential for partnership with private sector companies?
- What further support do you need?



1 clear message?



navca

local focus national voice

<http://www.navca.org.uk/interact>

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