



Preparing to Collaborate

11 June 2014, Hucknall Nottingham

Why Collaborate?

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

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
- Larger projects across the LEP area/s
- Value for money/ Best service



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LOTTERY FUNDED

Collaboration Spectrum

Networks/
Partnerships

Loose consortia

Formal consortia

Mergers



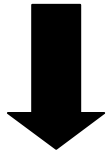
Different collaboration forms

- Provider
- Managing Agent
- Managing Provider
- ‘Super Provider’



Provider

Contractor



Provider



Provision of Services



Managing Agent

Contractor



Managing Agent



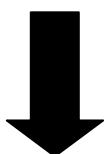
Sub-contractors



Provision of Services

Managing Provider

Contractor



Managing Provider



Provision of Services



Sub-contractors



Provision of Services



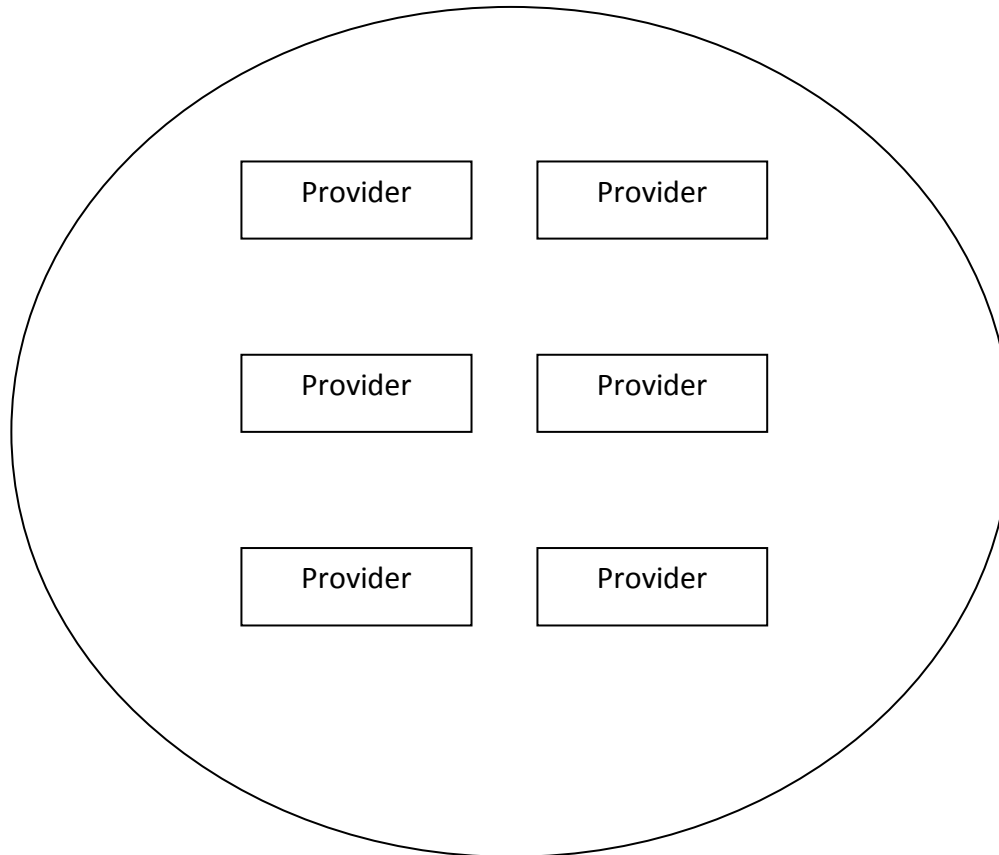
Managing Agent/Provider

Contract top slice

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

- Performance
- Quality
- Financial management

'Super Provider'



How does it work?

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

Social ownership

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



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!!!



Cross Sector Collaboration

There is also scope for cross sector collaboration:

- Working with universities/public sector/private sector
- Tackling issues of economic growth and development through innovation and research & development.
- Benefits of cross collaboration – match funding, expertise, diverse range of partners, meeting more needs of the community



Leicester for business structure

- Ad-hoc consortia governed by set of terms of reference
- Lead partner for individual projects
- Aiming to constitute as a separate legal entity by mid-2014
- Monthly consortia and project meetings



Partners

Skills for Enterprise (not for Profit Enterprise Agency)

B-inspired (VCS LEAD)

Pro-active Resolutions (Private Sector)

Highfields Community Association (VCS)

Business in the Community (Charity)

Co-operative and Social Enterprise Development

Agency (Social Enterprise Cooperative)

Excalibur (Private Sector)

Leicester African Caribbean Business Association (VCS)

Ekonomia Ltd (Private Sector)



Current programme

Worth circa £1.2m

Delivering business support across 50% of Leicester

Support for start-ups and existing businesses

Business ideas generation

Start Up Now: start-up workshops, one to one support

Small business workout: workshops, seminars,
diagnostic support

Additional offer of access to ERDF Grants programme
(co-ordinated via Skills for Enterprise)



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/>



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Next Steps

- **One East Midlands Website/D2N2 LEP Website**
- <http://www.oneeastmidlands.org.uk/D2N2LEPpriorityareas>
- <http://www.oneeastmidlands.org.uk/node/3586>
- Sign up for ERDF E-Bulletin