



More than the Sum Consortia - find your perfect partner



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Why collaborate – what can you achieve

- ▶ Good consortia create a stronger whole
 - ▶ Collective track record, financial strength, reach and expertise
 - ▶ Shared resources and flexibility:
 - ▶ Secondments
 - ▶ Platforms
 - ▶ Manage volume fluctuations flexibly
- ▶ Communicate, review and continuous improvement
 - ▶ Develop and improve service and efficiency
 - ▶ Internal performance competition
- ▶ Integrated services can be delivered
 - ▶ Holistic customer journey service
- ▶ Individual members can play to their strengths
 - ▶ Enables role for small organisations in larger delivery
- ▶ Economies of scale and cost-savings
- ▶ Finance, risk and cash flow flexibility

Why collaborate – what can you achieve

Benefits for commissioners

- ▶ Seamless delivery across a range of integrated services
- ▶ Cohesion across different sectors
- ▶ Enterprise, outcome-focussed projects
- ▶ Local, personalised services via larger contracts
- ▶ Performance, management information and added value
- ▶ Contract management and efficiency
 - ▶ Reduce administration and financial processing

Why collaborate – what can you achieve

Benefits for customers

- ▶ Opportunity to develop a specialist supply chain focused on beneficial outcomes for most disadvantaged
- ▶ Employment support
 - ▶ Training & education
 - ▶ Recruitment services
 - ▶ Vocations, volunteering & job creation
 - ▶ Self-employment
- ▶ Motivation & support
- ▶ Housing
- ▶ Health
- ▶ Seamless delivery across a range of integrated services
- ▶ Local, personalised services

Partner selection

- ▶ What are your outcomes & goals?
- ▶ How will this be achieved?
- ▶ What is the contribution and value-added by each partner?
- ▶ Map out your model
 - ▶ How will your processes and workflows work?
- ▶ Collaboration is what you make it!
 - ▶ Clear roles, responsibilities, management and governance
 - ▶ Consortia members need to pull together and share goals
 - ▶ Shared responsibility, shared risk, shared reputation

Partner selection

Due diligence

- ▶ Experience?
- ▶ Achievements?
- ▶ Scope?
- ▶ Capacity?
- ▶ Qualifications?
- ▶ Financial?
- ▶ Problems or issues?
- ▶ **Focus on meeting needs!**
- ▶ **Shared risk!**

Types of models

- ▶ **Models of collaboration**
 - ▶ Prime Contractor model with sub-contractors
 - ▶ Formal Consortia with single lead managing agent
 - ▶ Formal Consortia with collaborative board
 - ▶ Partnership
- ▶ **Entities**
 - ▶ Social enterprise
 - ▶ Charity
 - ▶ Company
 - ▶ Special Purpose Vehicle
- ▶ **Clear sub-contracts and agreed:**
 - ▶ Processes, referrals, escalation, etc
 - ▶ Anticipated work flows & outcomes expected
 - ▶ Payment terms & evidence
 - ▶ Scope and tolerances of performance and contingencies

Governance and decision making

- ▶ Heads of agreement
- ▶ NDAs & Confidentiality agreements
- ▶ Collaborative agreement
- ▶ Memorandum & Articles
- ▶ Contract
- ▶ Sub-contracts
- ▶ Financial agreements
 - ▶ Social finance
 - ▶ Commercial finance
 - ▶ Social impact bond
 - ▶ Distribution

How to make this happen

- ▶ Engagement
- ▶ Pre-bid clarity
- ▶ Openness
 - ▶ Protect your IP
- ▶ Work with commissioners
- ▶ Agreements – relevant to stage
- ▶ Legal advice
- ▶ Consultants
- ▶ Ensure your teams are involved
- ▶ Reach internal agreement
- ▶ Timescales

How to make this happen

- ▶ Project team
- ▶ Planning
- ▶ Infrastructure & back office
 - ▶ Performance
 - ▶ Quality
 - ▶ HR
 - ▶ Finance
 - ▶ Legal
 - ▶ IT
- ▶ Resources
 - ▶ Bidding
 - ▶ Delivery

How to make this happen

▶ Costing

- ▶ Clarity!
- ▶ Detail
- ▶ Process

▶ Risks

- ▶ Data protection
- ▶ Safeguarding
- ▶ Compliance
- ▶ Publicity
- ▶ Communication strategy

How to make this happen

- ▶ Delivery model
 - ▶ Outcomes
 - ▶ Customer journey
 - ▶ Processes & procedures
 - ▶ Contingencies
 - ▶ Management information
 - ▶ Performance metrics
 - ▶ Outputs
 - ▶ Outcomes

Live service

- ▶ Review
- ▶ Share
- ▶ Improve
- ▶ Promote
- ▶ Expansion

Questions?

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