



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 seamless supply chain focused on beneficial outcomes for most disadvantaged
- ▶ Local, personalised services
- ▶ Employment support
 - ▶ Training & education
 - ▶ Recruitment services
 - ▶ Vocations, volunteering & job creation
 - ▶ Self-employment
- ▶ Motivation & support
- ▶ Housing
- ▶ Health

Partner selection

- ▶ What are the outcomes & goals?
- ▶ What services are required?
- ▶ What is your contribution and value-added?
- ▶ What do you need to add-on?
- ▶ 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!**

Strengths & weaknesses analysis

Area	Strength	Weakness
Experience	Track-record Awards Achievements	Problems Issues
Scope	Nature of work	Enhancing extra services
Capacity	Volumes Flexibility Geographical	Volumes Flexibility Geographical
Qualifications	Accreditations Legal compliance	
Financial	Risk appetite Contract ratios	Risk appetite Contract ratios
Other		

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

Governance and decision making

- ▶ Heads of agreement – ready for bid stage
 - ▶ NDAs & Confidentiality agreements
- ▶ Collaborative agreement
- ▶ Memorandum & Articles
- ▶ Contract
- ▶ Sub-contracts
 - ▶ Processes, referrals, escalation, etc
 - ▶ Anticipated work flows & outcomes expected
 - ▶ Payment terms & evidence
 - ▶ Scope and tolerances of performance and contingencies
- ▶ Financial agreements
 - ▶ Social finance
 - ▶ Commercial finance
 - ▶ Social impact bond
 - ▶ Distribution

How to make this happen

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

How to make this happen

- ▶ Project team & planning
- ▶ Infrastructure & back office
 - ▶ Performance
 - ▶ Quality
 - ▶ HR
 - ▶ Finance
 - ▶ Legal
 - ▶ IT

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

Questions?

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