



MORE THAN THE SUM - MYTH BUSTER

Questions or Comment	Answers
<p>What are NOMS trying to achieve?</p>	<p>A more diverse market place for CFO prime providers; an expanded opportunity for the social enterprise sector; a positive response to the government's SME agenda; creative and sustainable delivery models; a practical exploration and recognition of wider social impact/value.</p>
<p>You seem to be expecting us to do a lot for not very much!</p> <p>What's the funding actually for?</p> <p>What <u>do</u> we have to do?</p>	<p>The available funding is to help with the development of the consortia NOT FOR DELIVERY. This is investment funding for you to develop your proposed model and associated infrastructure. Our interest is in the development process and the eventual model, not defined outcomes.</p>
<p>Do all the organisations have to be social enterprises?</p>	<p>No. Consortia members can be drawn from any sector although the overall offer has to have a strong social enterprise element. It is important that 'enterprise' and/or a formula for the financial sustainability of the consortia and its infrastructure is clearly considered. A grant dependent offer is unlikely to be a compelling one.</p>
<p>How do we choose the right partner?</p> <p>I know nothing about offenders so this isn't for me!</p> <p>This is about employment and skills but we don't do that!</p> <p>I'm going to find it difficult to choose which consortia to join - it's a bit like a lottery!</p> <p>Do all consortia members have to deliver something?</p>	<p>That's for you to decide. However, we are trying to help by providing the workshop and networking events, circulation of pen pictures and especially through the provision of the on-line networking portal: www.bit.ly/NOMSMTTS You may decide to look for organisations similar to your own that can enable you to provide a larger service or complimentary partners that increase the diversity and range of services that the consortia can provide - or a combination. You may also want to consider where your organisation is weaker and partner with those organisations that can add value – for example those with experience of working with offenders, those that could provide skills and employment placements/opportunities/contexts or even those that could provide back office services. The specification is very broad and provides huge scope to be creative in how you approach building a model – the more innovative it is, the wider the impact that can be created, the stronger the offer is likely to be. This includes thinking about partners from different sectors, including statutory and commercial. Not all partners need to be delivery focused – partners can add value in all sorts of ways.</p>
<p>Will there be work from the Prime providers after the process?</p> <p>Why should I do all this when you can't even say what funding opportunities will be available!</p> <p>I've spoken to the local prime provider and they have no money!</p> <p>My local prime provider is putting together a consortium so there is no point in spending time developing something in competition with that as they are bound to win in the region!</p>	<p>We would hope that current prime providers may find this process and final outcome of interest and it may be that contracting opportunities become available. However, there is no guarantee and most budgets are largely committed. This process is more about investment for the future. If there is a further ESF programme, individual consortiums should be able to make a compelling offer to incumbent and potential prime providers. We also hope that the models will be creative enough to be attractive to other commissioners, from say health, local authorities, DWP and so on – remember that the focus is wider social impact. Some existing prime providers have expressed a desire to bid – in order to do so they must sign an ethical wall declaration. Prime status <u>does not</u> confer any advantage in the competitive process and apparent use of CFO budget as part of a proposal will be discounted/assumed to be available to other successful bidders. Many bids will cross prime boundaries. Demonstrable existing social impact is also a factor.</p>



<p>How do you ensure that the Prime Providers do not replicate our ideas?</p>	<p>It is good practice to ensure that you have non-disclosure or other agreements in place with potential partners before sharing any sensitive or valuable IP.</p>
<p>What type of support will be available during the process?</p>	<p>The CFO is procuring the relevant technical support for the programme as set out in the specification. It will offer four main types of support: Social Finance and Sustainability, Social Value, Legal Constitution, Governance. There will also be support from the policy, procurement and compliance units within NOMS.</p>
<p>Can my consortia partners change over time?</p>	<p>It is expected that by the submission of the first RFP on 29th June the lead or core partners will be known/fixed. It is entirely possible for the partner mix to evolve over the second phase (and beyond) though changes will need to be explained within the subsequent submission.</p>
<p>I am not sure if I should bid nationally or regionally as our consortia crosses several boarders?</p> <p>There is an awful lot of work to do by end of June!</p> <p>How does the South West ring fencing work?</p>	<p>This is a decision for the consortium members based on your reach, scale and ability to support delivery over the relevant geography. There is no restriction on how many lots you can apply for, but each must be a separate bid – we cannot accept one composite bid.</p> <p>The first RFP will be largely a narrative one. You should be able to describe your concept/model and likely partners. The discussions that have taken place and how you intend to take the work forward. The RFP is available on Emptorus now. We do not expect all the detailed work to have been done – that is what the support in phase 2 is designed to help with.</p> <p>To qualify for the South West lots, the proposed development and subsequent delivery should be within the South West and Cornwall regions. Bidders for other lots can deliver in the South West if that suits their model.</p>
<p>How long is the contract?</p>	<p>The contract length is no more than two years but can be as short as needed.</p>
<p>I am still unsure where do I go for information?</p>	<p>Full Information, including the timeline is available on www.co-financing.org</p> <p>and www.bit.ly/nomssocialenterprise</p> <p>and www.bit.ly/NOMSMTTS</p> <p>and at least one member should have registered on Emptorus by contacting: simon.ambrose@noms.gsi.gov.uk</p>