

NOMS CFO Social Enterprise Consortia Building Workshop

Welcome



NOMS CFO Social Enterprise Consortia Building Event

Domestics

No fire alarm tests planned



Please switch off mobile phones



Lunch is provided in the ante room



❖ The male toilets are located



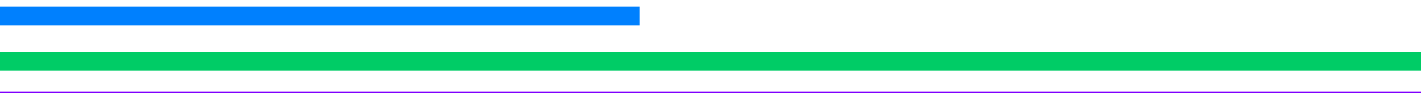
❖ The female toilets are located

NOMS Co-Financing Organisation

Social Enterprise Programme

More than the Sum

Consortia Building Event



How today works

- National context – NOMS presentation
- Regional Main CFO context – Prime provider presentation
- Consortia Building General Principles - guest speaker (interactive workshop)
- Complete pen picture – all organisations represented here today
- Pre-matching session (facilitated and structured)
- Matching session (provider discretion)
- Wrap-up and opportunity for questions

Agenda

Item	Time	Subject	Speaker
1	09.30	Registration & Coffee	All
2	10.00	NOMS Introduction (inc domestics)	NOMS rep
3	10.30	Provider Presentation	CFO Prime
4	11.00	Break & Refreshments	All
5	11.10	Consortia Building Structured Workshop	Guest Speaker
6	13.00	Lunch & Networking	All
7	13.45	Provider Matches - Pre Match Session	All
8	14.30	Break & Refreshments	All
9	14.45	Provider Matches - Individual Match Session	All
10	15.30	AOB & Wrap Up	NOMS rep
11	16.00	Close	NOMS rep

NOMS and Co-Financing

- Co-ordination of prisons and Probation Trusts including commissioning of system-wide contracts
- A key objective for NOMS is the reduction of offending
- Helping ex-offenders secure employment significantly impacts upon NOMS ability to meet that objective
- Can only be achieved through strong partnerships with public, private and VCSE sector organisations
- Co-Financing programme allows NOMS to fund activities to engage and motivate offenders thus increasing their ability to access mainstream services and employment opportunities

CFO Main Programme

- A single prime provider or consortia lead per region
- Fixed case management model delivered through Case Assessment & Tracking System (CATS)
- Long contracts (4 years)
- Link to Offender Management arrangements
- 70:30 community/custody split
- Mentoring, social enterprise and help for veterans
- Intensive delivery to extremely *hard-to-help groups*
- SE consortia models must both align with and add value to the main CFO programme, including linking to the CFO prime provider

NOMS Technical Assistance SE Programme

- *What are we seeking to achieve?*
- To improve the ability of the SE sector to participate in current and future delivery
- A more diverse market place for prime providers
- Development and recognition of social impact of work in criminal justice context and wider e.g. Health and other social care sectors
- A positive response to sector demands for support to build capacity

Consortia Building opportunity

- Launch of SECB procurement opportunity – Feb 2012
- Events to introduce the opportunity to the SE sector
- Information to prisons and Probation Trusts
- CFO provider participation
- Technical support requirements – separate procurement opportunity
- Specification and information on previous events can be accessed at - www.co-financing.org
- Information from the events (including pen pictures) will be available on the CFO website after the last event has taken place

Successful Consortia

- Finding the right partners is important and may take time
- Think carefully about what each potential organisation could bring to the consortia
- An ambitious proposal may increase the volume of potential consortia partners but may also impact upon management costs (scale up/scale down as appropriate)
- Minimum skills sets (understanding of client group/business management processes/ESF administration/social enterprise models/social finance)
- Think creatively about funding streams and sources
- Social impact is key but can be difficult to quantify

Successful Consortia (cont)

- Grant funding is not a long-term solution - need to sustain beyond this programme
- Successful consortia will have between £50k and £250k which will allow them to focus on initial business development rather than day to day delivery and cash flow
- Grant not delivery focused but consortia must demonstrate delivery potential
- Grant period can be as short as needed, but no longer than 2 years
- Requires investment - time/resources required to secure and develop potential consortia partners
- NOMS CFO investment - provision of technical support and central monitoring resource

Technical Support: 4 Thematic Lots

- Available to consortia successful at completion of Stage 1 RFP
- Lot 1: Social Finance and Sustainability
- Lot 2: Social Value
- Lot 3: Legal Constitution
- Lot 4: Governance
- Workshops and support materials
- Bespoke provision x 4 credits (£1,000 unit cost) – based on actual costs

Central Monitoring and Support

- MoJ Procurement specialists
- Social Enterprise Compliance Managers
- Programme of audit and support visits
- We will help and advise with regard to monitoring requirements
- If consortia is non compliant, it will be necessary to withhold and/or reclaim payments
- Responsibility lies with consortia lead but may engage with other members
- NOMS views this as a partnership

Engagement

- Build relationships and develop awareness of offer across the criminal justice sector
- Statutory organisations can have a role (informal or formal)
- Be aware of wider policy context and drivers (e.g. Probation Review, PbR, Localism)
- Better positioned and fit for purpose to compete for further NOMS contracts (no guarantees)

Clarification Points

- Lead partner should remain consistent
- Change in consortia partners at successive stages not expected
- Not all partners need to be social enterprises and we expect that some infrastructure organisations will want to bid as the lead or partner organisation
- Organisations already in a consortia can bid to expand or refocus if able to adequately demonstrate intentions
- Organisations already receiving ESF funds are eligible for the programme, but there should be no duplication with existing provision

Timescales

- Timetable for Procurement process:
 - Submission of Stage 1 RFP responses: 15:00, 29th June 2012
 - Notification of outcome / short-listing: 27th July 2012
 - Access to Technical Support/Dialogue stage: August/September
 - Stage 2 RFP published: Early October
 - Submission of Stage 2 RFP responses: Late October
 - Notification of outcome: November

Clarification Questions

- Clarification questions should be submitted via the eSourcing portal using the “RFx Messages” function
- Responses to these questions are published via the Clarification Log (unless commercially sensitive)
- In addition, matters relating to Prisons can be directed to: cfo-socialenterpriseprisons@noms.gsi.gov.uk
- Matters relating to Probation can be directed to: cfo-socialenterprisecommunity@noms.gsi.gov.uk

Next Steps

- Ensure that at least one organisation is registered on the eSourcing portal so that they may enter the submission of behalf of the consortium
- Continue to review the documentation added to the eSourcing portal, including any updates issues (also available via www.co-financing.org)
- Decide which Lot(s) you will be bidding for and complete the questionnaires/questions within the corresponding eSourcing event
- Ask for assistance at any time – try to avoid waiting until it is too late to take remedial action