

A blue-tinted background image showing a group of business professionals in an office setting, smiling and clapping their hands.

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M&G Partners Ltd
Consortiums
Supporting Small Medium Enterprise Growth

Start up | Businesses | Consortiums | Workshops | Policies | Commissioning | Procurement

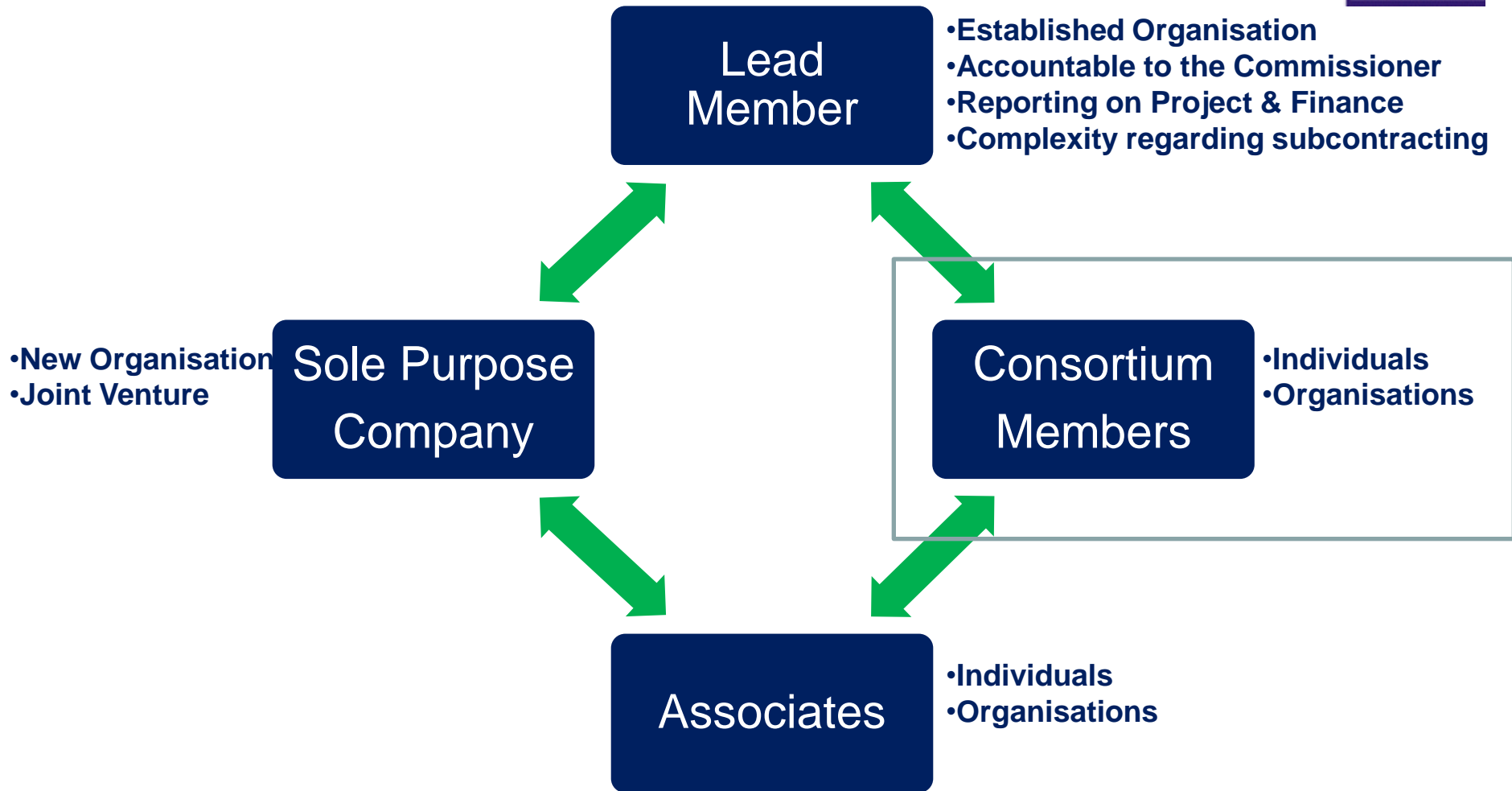
What is a Consortium?



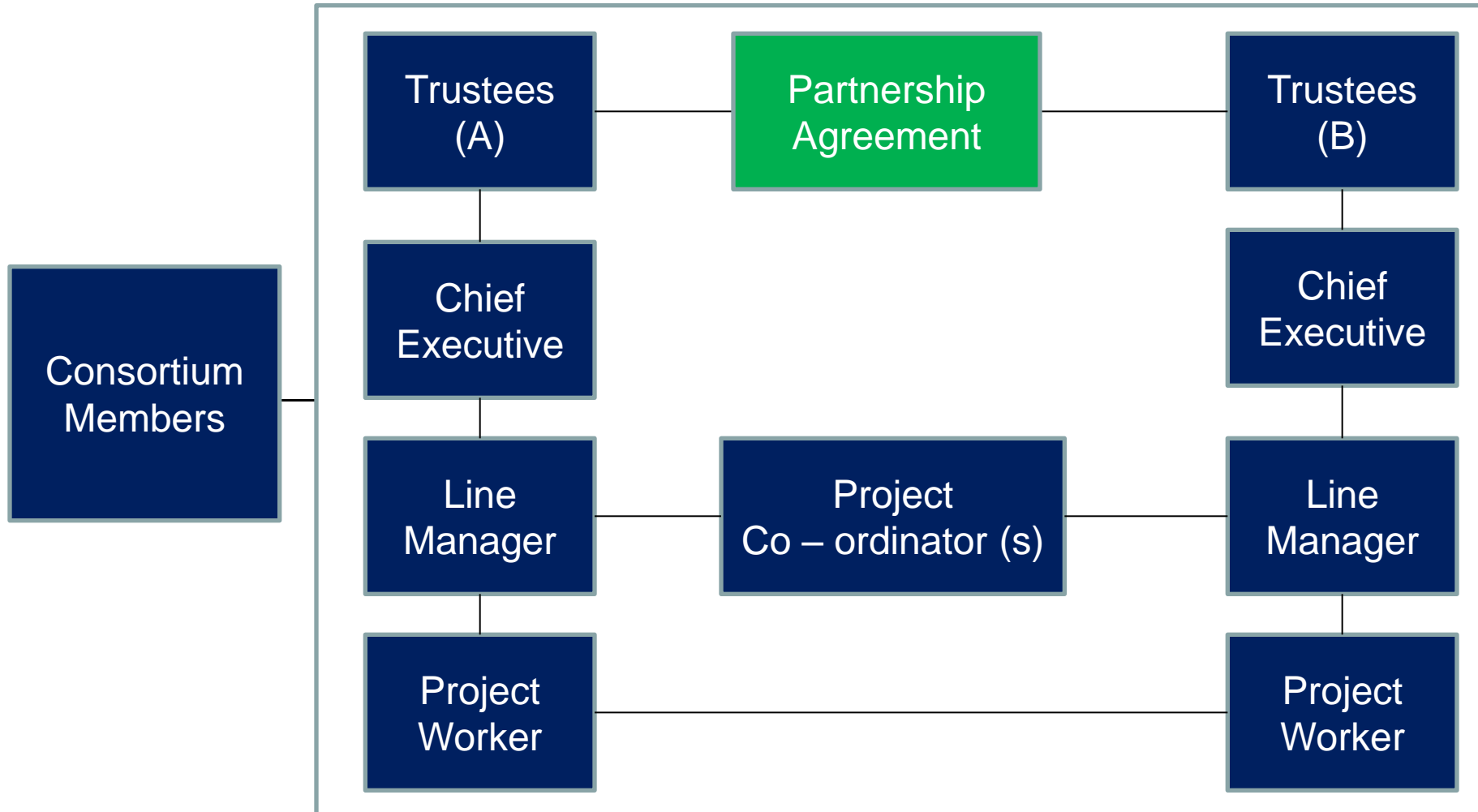
An association of two or more

- Individuals
- Organisations
- Governments
- Objective of **participating in a common activity**
- Pooling their **resources** for **achieving** a common **goal**
- Committing to work in common cause **sharing risks** and **benefits**
- Usually created for a specific **short to medium term project**

Consortia Overview



Consortium Members Model



Start up | Businesses | Consortiums | Workshops | Policies | Commissioning | Procurement

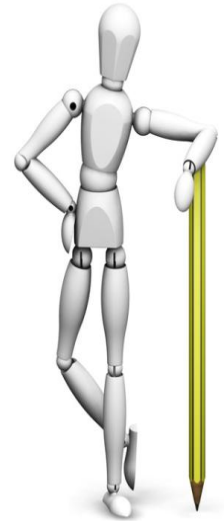
What's the Clients Expectations?

- Lead member trading history
- Defined consortium/partnership structure
- Track record of directors/associates
- Identifiable and manageable risks
- Financial viability
- Policies & Procedures
- Robust quality delivery systems
- References

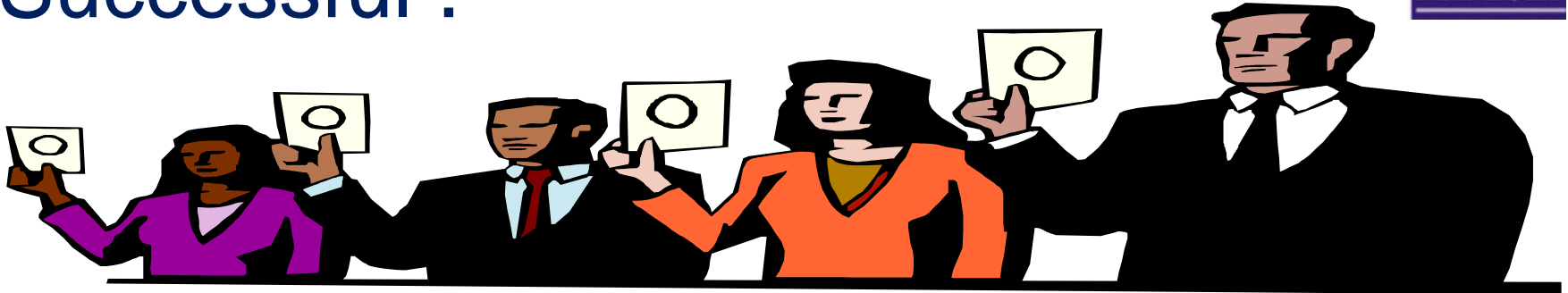


Guiding Principals

- Know and Trust your prospective partner(s)
- Take independent business/finance/legal advice
- Understand the risks involved
- Awareness of Transfer of Undertakings (Protection of Employees) TUPE
- Bidding strategy and negotiating control
- Partnership agreement in place
- Payment terms
- Allocation of expenses and any break-up fees
- Exit Strategy



Why Consortiums Bids Are Not Successful !



Some examples

Financials based on the size of the contract

Failure to understand the specification or contract requirements

Inability to clearly define the business offering

Policies & Procedures

Timescales

References

Consortium Successes!

London - Partnership Business Support Programme

Success to date

- £9.4m of contracts won
- 100+ Jobs created & Safeguarded
- 386 Businesses supported
- 46 Public & Private Sector Organisations engaged

“Consortium & Partnership can lead to success !”

Contact us

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