

Building Better Opportunities

Notes from Workshop Sessions of May 15 and 18, 2015

Leads - Core principles

Agree a single bid would be stronger
Meeting next week to discuss way forward
Look at strategy group
Clarity of USP
Infrastructure to manage delivery and ESF reporting and auditing
Strong support for VCS lead
Strategy group outline approach, ethos and outcomes in broad terms, then smaller providers can see where they fit in.
Early development of how they want providers to articulate what they can offer – “one pager”
Consider ring-fencing approach of funding for smaller/niche providers
How would providers feel about a “menu of options” approach (may not have a guaranteed income)?
Desire to keep reporting as simple as possible for smaller providers
Desire to make strategy group representative of sector.
Fair and transparent processes for selection and inclusion of individual providers
Balance of large, medium and niche providers – don’t squeeze the middle groups
Separation of lead and delivery roles if lead organisation wants to do both – separate governance from performance
Consider use of user/scrutiny groups
How will the lead target which groups to help?
Lead/strategy group to develop and communicate plan for 8 week bid timescale
Need to prioritise delivery to groups not supported by other ESIF funding streams.
TRUST in lead during tender process
RESPONSIVENESS – timeliness of responses
PRIMARY CONTACT
AUTHORISATION AND COMMITMENT – ensure that groups have any internal sign-off they need eg from trustees.
Need to check BBO rules re 16th June

Leads - how can organisations best work together?

Important, even if people drop out, that the knowledge we gain re organisations is retained
Map and scope what projects and funding are out there, to ensure added value.
An opportunity for partnership working and referral. A different way of working, break down silos.
Themes – try to put people together in themes and get them to work together and orgs that can deliver.
Can’t do everything, may need to target/focus down. How flexible are we able to be?
Avoid overlap with other programmes
Identifying gaps
Maintain client focus
Volunteering – important role
Decision making group
Prior – strong organisational role from lead – drive/vision built on consensus of purpose/plan
Clear plan, roles and mission

Communications – social media/google drive/google hangout/website info point/ Skype
part time working

Performance management

Knowing what partners need to keep records of/how and have time to do so.

Governance – meetings of whole consortium, as well as single organisational meetings – via emails and reports, then targeted where there may be concerns.

Overview of whole org/customer journey by lead – signpost to next org/project when needed.

Possible Partners - What questions do we want to ask the leads?

Track record in putting together large bids and developing partnerships and reporting, monitoring (resources and staff)

Can the organisation sustain the process?

How financial sound/stable are you? What is your risk profile?

Financial strength and ESIF ability

What previous experience/network do you have?

How will you identify the market?

What do you do at the moment that is relevant?

What is their vision? – until providers understand this, difficult to pitch how to get involved

How will they involve others in building that vision?

Will they come to us or do we have to come to them?

Opportunity for “speed dating” process – so can put across what you can offer.

How decide which organisations they will work with?

Transparent selection of partners based on vision and data.

Inclusion/exclusion criteria – how will leads choose partners? How will you work out how much a service will be used in advance?

Need to understand what each of us has to offer to understand how we fit in.

Would like an opportunity to meet those people and talk to them

What is leads offer? – services for the funding what might they choose to include?

How will leads who also deliver choose providers? How will due diligence be observed?

% subcontracted?- how much deliver yourself and where are the gaps?

How will you demonstrate that you will use existing partnerships?

Bottom- up opportunity/marketing “we are brilliant at...” “this is our niche solution...” – beauty parade from smaller orgs to larger

How are you going to make it really simple for tiny orgs to take part?

Show us your vision for the programme!

How will the local bid stand out from a national bid?

What is your partner selection method? – how many? What areas? – geographical and specialisms, what are the gaps, how will you select to meet your gaps? A simple, concise tendering process – clearly identify what the lead wants, so they know who to approach and avoid wasting time – expression of interest by partners.

Data/research areas of most need and target this are – ESA clients, DWP resources, research dept. at WC.

How would you ensure local interests are met?

How would user/client feedback/progress be measured?

Needs to be able to evolve.

How could flexibility be built in over time? By year ¾ things will have changed.

What will be different/innovative?

How will they evaluate the programme?

What is proposed governance/board/constitution?

Needs to be prepared to help small orgs with reporting/problem solving/dispute resolution

How will they communicate?

Central info portal – website

Exit strategies

Management costs/fee charged? What is your top slice?

Cost model – will money follow the individual? – difficult to reconcile in reality. May not be most economic.

How will decisions be made? Not everyone will have the capacity to get involved. – governance/management committee,

trust will be important,

need service user evaluation in there,

and a feedback mechanism to others partners

Relationship breakdown – ramifications

Ensure organisations have policies and procedures in place.

Organisations will have to decide if they are really best to deliver