

Helping to Make a Difference through Collaboration

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Introduction

The Key Questions:

- What?
- Why?
- When?
- How?



What is this all about ?

- Forming contractual partnerships
- Ability to compete for future opportunities
- Government policy
- Sustainable income through social enterprise

Why do we have to do it?

- Grants will shrink
- Focus on payments for delivery of results
- Loans not grants
- Self funding Third Sector



What's the risk?

- Nothing if we do not win the contract
- Penalty clauses
- Cash Flow
- Organisational change
- Commercial v Charity



What are you looking for?

- Expression of interest
- Details of the services your organisation provide
- Contact point
- Size and turn-over

What Services?

- Social Care
- Working / Supporting vulnerable people
- Community based counselling services for drugs, alcohol and other addictions
- Community Transport
- BME support & advice
- Support and out reach work

How will it work?

- CVS as umbrella organisation
- Co-ordination of partners for service delivery
- Contract Manager
- Reinvestment of money to assist in delivery of charitable aims

What support is there?

- Organisational health check
- Help to make you tender ready
- Capacity Builder Grants
- Cash flow
- Legal and financial Systems

What will it cost us?

- Nothing now
- Opportunity costs for making tender ready
- Opportunity costs for preparing tender
- Organisational change
- Cost of failure – commercial contract

When?

- Yesterday!
- Realistic – Jan 2010
- As the contracts arise.
- CVS contact interested parties
- CVS can act as a broker (free)

How do we register details?

- CVS web site
- Down load form
- Email return
- Match opportunities with partners



What is the value of these contracts?

- £2500,000 to £5 million
- Local Authority / NHS
- 3 / 5 year contracts



Why not?

- Opportunity to make a difference
- Community based delivery
- If don't do it others will
- Employment opportunities
- Long term future

The background is a smooth blue gradient. On the left side, there is a bright, glowing area that resembles a sun or a light source, with a vertical streak of light extending downwards, suggesting a reflection on water. The rest of the background is a deep, uniform blue.

Any Questions?