

Wiltshire VCS Assembly  
'Making the most of  
what we have'

1<sup>st</sup> March 2011



# The context

- Public spending cuts
- Uncertainty...
- and opportunity

# An opportunity

- The Big Society
- Localism
- VCS understands the community
- VCS flexible and adaptive
- Priorities: reducing inequality and disadvantage, ageing population

# Why collaborate?

- Be more responsive to need
- Make better use of resources
- Facilitate access to funds

# The collaboration continuum

Encounter	Sharing without merging				Merger		
Network	Consortium tendering	Joint venture	Share 'back office' functions	Co - location	Group structure	Acquire	Equal merger

# Collaboration – sharing not merging

- Consortium tendering
  - Nothing new, but...
  - Hasty partnerships can equal problems
  - Planned partnerships
  - Examples of collaborative tendering
    - Valley House and Panahghar
    - SPAN partners

# Collaboration – sharing not merging

- Joint venture
  - Many organisations work this way
  - Good use of resources, improved services
  - Precursor to consortium tendering
  - Examples of successful ventures
    - EASE
    - UBS

# Collaboration – sharing not merging

- Sharing back office functions
  - Recent research for WIC
  - Interest growing in both public and VCS



# Collaboration – sharing not merging

- Sharing back office functions
  - Information management and technology
  - Financial services
  - Managing payroll
  - Human resources
  - Purchasing
  - Premises management
  - Risk management

# Collaboration – sharing not merging

- Sharing back office functions
  - New functions identified in the research
    - Marketing expertise
    - Fundraising expertise
    - Sharing administrative tasks
  - Examples of provision
    - WYCAS accountancy service
    - Suffolk Acre payroll

# Collaboration – sharing not merging

- Co-location
  - Shared and/or owned premises
  - A variety of co-location
  - Co-location as a resource centre
  - Advantages
  - Examples of successful co-locations
    - CAN Mezzanine 2
    - The One Stop Shop

# Collaboration – as merger

- Group structure
- Acquisition
- Equal merger

# Steps to collaboration

- Know what users want
- Involve your Board
- Organisational health check
- Improve and develop services
- Other player analysis

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