

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

1st 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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