



# COLlaborate!

the newsletter of the partnership and procurement project

## NetWORKING

Collaborative working doesn't come out of nowhere and organisations with experience of joint bidding have stressed the importance of working with people they know. Effective networking provides the foundation for successful collaboration.

The prospective bidder needs to consider two things: a) what they know about the need for service b) what they know about other potential bidders—the competition? Networking enables you to be well-informed.

Demonstrating that you really understand the need for service and have an effective way of providing it will be an important aspect of your bid.

## BIG Lottery Youth in Focus

Youth in Focus is a new fund from the BIG Lottery aimed at improving services to 3 groups of young people:

- young carers
- young people leaving care
- young people leaving offenders institutions

The Lottery is expecting to fund only 30 projects across England. Bidding in partnership to maximize the benefits to young people is likely to be very important and I would like to support organisations which wish to work together on a delivering a project.

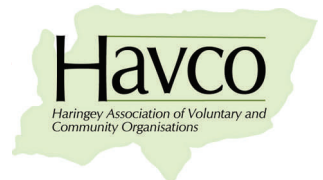
Applying the knowledge acquired through networking will enable you to: decide to bid, to bid in collaboration with others or to pass up this opportunity.

HAVCO events provide excellent networking opportunities and these are complemented by [Find a Partner!](#) a networking opportunity on the home page of [havcoharingey.org.uk](http://havcoharingey.org.uk)

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### Special points of interest:

- © NetWORKING
- © BIG Lottery Youth in Focus
- © MEAT (no veg!)
- © Bidding consortium to-go
- © Third Sector & commissioning
- © Webwatcher

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If your organisation is interested, and has a track record of successfully involving young people in any of the target groups, please contact me at HAVCO. We need to:

- identify the project partners
- develop proposals supported by evidence of need
- involve young people

Further details of Youth in Focus:

[www.biglotteryfund.org.uk/prog\\_youth\\_focus](http://www.biglotteryfund.org.uk/prog_youth_focus)

Funded by



## MEAT (no veg!)

The world of procurement contains jargon and acronyms that facilitate communication for those 'in the know' and creates barriers for others.

The criteria for bid assessment are a significant feature of any tendering process. In some instances price alone is the deciding factor and the process is effectively an auction in reverse (i.e. lowest NOT highest price wins!).

The alternative mode of assessment is known as Most Economically Advantageous Tender (MEAT) and is the approach taken by Haringey Council when awarding most of their contracts. MEAT enables the service commissioner to take a much broader view of what constitutes value. Price continues to be important but other factors are considered.

## Bidding consortium to-go?



The future of public services

The size of public sector tendering opportunities at national, regional and even local level can be too big

for some community/voluntary organisations. 3SC is third sector organisation created to bid for large contracts on behalf of smaller providers. 3SC was recently successful in bidding for £100 million from the National Offender Management Service (NOMS) on behalf of a consortium of 700 organisations.

3SC has a very attractive and informative website for further information. The site contains updates on government contracting opportunities and indicates those where 3SC may be bidding. 3SC is interested in making contact with smaller specialist organizations to support its bids. If you would like to find out more about this ready-made consortium, please contact:

**Jo Oyama**  
Regional Manager London and South East  
Jo.Oyama@3SC.org  
0755 337 0041

For example, a community/voluntary organisation may engage volunteers in the delivery of its services. This is not only a cost-effective option but contributes to social capital and The Big Society.

MEAT is a welcome addition to the menu as it enables community/voluntary organisations to make more effective use of their particular selling points in any bid.



**Haringey Council**

## Third Sector and Commissioning

HAVCO benefits from the support of a national organisation, NAVCA, in its support and development role for the community/voluntary sector.

NAVCA's Procurement and Commissioning project provides an excellent opportunity to understand what is happening elsewhere with a view to importing 'good' ideas. NAVCA has just published a briefing summarising current knowledge of The Coalition plans for Third Sector involvement in public service delivery.

Download **The Coalition, The Third Sector and Public Service Commissioning** from P&P resources on the HAVCO website

### Webwatcher

Do you use TinyURLs to reduce really long Web addresses for your newsletters etc.? Creating a unique TinyURL is very easy. Go to:

<http://tinyurl.com>

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Featuring What's on the Web

September 2010