



# COLlaborate!

the newsletter of the partnership and procurement project

## Words for the wise

Several of the community and voluntary organisations I have met, already have some involvement in both collaboration and bidding for public service contracts. It has been very useful to hear about their experiences and I am keen to learn more. This will be used to inform those organisations which wish to develop in these areas.

Such development can usefully include becoming more familiar with both the 'jargon' and key ideas around partnership and procurement.

I have now populated the HAVCO website with some words to 'wise you up' in the form of short briefings such as:

- Jargon Buster
- Collaborating in partnership
- Bidding checklist

These are all in .pdf format to make them easy to download. I would welcome any feedback you care to provide. Are there any other topics where a briefing could be useful?

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## The Cuts ... a hidden opportunity?

The previous issue promised readers a short piece about the implications of The Cuts for the Third Sector. Since then, these have become a reality in Haringey ... enough said perhaps.

The Cuts will increase the demand for grant-funding (if that is possible!) and the need for organisations to diversify their income. Tendering for public service contracts is one option. There are a range of income sources for community and voluntary organisations. Are you familiar with the NCVO Income Spectrum? <http://tinyurl.com/2vc7ydw>

The Cuts will also result in demands for both improved efficiency and effectiveness. Joining others in collaborative partnerships can contribute to both. The examples of collaboration I have encountered all began with people knowing each other. Effective networking is the essential starting point for successful collaborative partnerships.

Surviving in the face of The Cuts will require a willingness to adapt. Some organisations may even prosper as a result of finding a new way of working. **What options for change have you considered?**



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### Special points of interest:

- ☺ Words for the wise
- ☺ The Cuts ... a hidden opportunity?
- ☺ Engaging with commissioners
- ☺ Point scoring
- ☺ Webwatcher

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# Engaging with commissioners

Part of my role is to improve the engagement between the staff involved in commissioning services at Haringey Council and community and voluntary organisations providing services. Having received a very positive response from staff I have already met in Adult Services, Children's Services, Regeneration and Central Procurement, I am continuing to look for opportunities for collaboration.

The positive benefits of such engagement are already apparent. HAVCO has collaborated with the Council to produce a short briefing on selling services to the Council (see HAVCO web). I have been given some very helpful information about bid assessment (see Point scoring, below) and will be meeting staff from Children's Services obtain feedback on the recent Aiming

## Point scoring

Public sector procurement is required to be an equitable and transparent process. Ensuring that bids are assessed objectively against clearly-stated criteria is an important element in achieving this.

The template used by Haringey Council in bid assessment provides an excellent indication of what is required of bidders. If your organisation is considering contracting then it is worth preparing yourself by putting some of these in place before the Invitation to Tender appears.

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The template contains specific objective criteria and all bids are assessed and scored numerically against these. The importance of each criterion is indicated by weighting the scores. The highest score is 201 and indicates that a

particular criterion is of critical importance. The highest scoring bidders will be those best placed to obtain a contract. Key criteria for the Council are:

- can you **immediately** provide evidence to support your answers to these questions
- audited accounts (3 years) or recent financial information (including cash flow forecast)
- a health and safety statement/policy in accordance with the number of staff

High tender.

I am also seeking opportunities to meet health services commissioners and look forward to reporting progress in due course.

Opportunities with Haringey Council are published at:

[www.haringey.gov.uk/index/business/selling/currentopportunities.htm](http://www.haringey.gov.uk/index/business/selling/currentopportunities.htm)



**Haringey Council**

- £10M employers liability/£2M public liability insurance (n.b. or willingness to put this in place)

Other criteria on some importance include:

- can you provide evidence of previously providing similar services?
- can you provide referees (up to 3)?
- have you had any contracts terminated?
- have you any outstanding issues with bankers or creditors?
- can you be paid by BACS?

### Webwatcher

Check out the collaboration resources available from BASSAC:

<http://tinyurl.com/2veygp9>

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Featuring **What's on the Web?**

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