

**Consortium Development Programme – a Programme of 4 sessions designed to help, support and facilitate the formation of a consortium ready to tender successfully for health, medical and social care contracts.**

A range of financial and other pressures from Central Government mean that there is now a distinct trend towards public purchasers tendering for fewer, bigger, broader contracts. One Local Authority has, in one year, reduced the number of contracts which they let from 25,000 to 10,000. The result is that contract specifications are becoming more complex. Securing the contract therefore means working with a range of specialists in order to ensure that every aspect of the specification is covered. Success in securing public sector contracts therefore means developing a variety of business arrangements with other service providers.

In order to help organisations to understand the demands of this new procurement environment the Office for the Third Sector has published a guide entitled "Working in a Consortium", for which the final edit was done by Janet Roberts of TfC. This Consortium Development Programme is based on the OTS Guide.

**The purpose of the Consortium Development Programme is to enable providers to understand the requirements for tendering as a consortium; to consider their options; and develop the systems and documentation necessary in order to compete successfully for public sector contracts:**

- current and emerging public sector procurement requirements – what the purchasers will be looking for;
- working with others to meet the requirements of the specification
- options which are available for working with other companies/organisations;
- implications of the various options for organisations, including considerations for governance and management;
- actions which are necessary to tender successfully and to ensure that the ensuing contract is managed effectively.

**We will work through the process of collaborative working, development and formation. This will include:**

- **Preliminary checklists and confidentiality agreements;**
- **Corporate checklists for Due Diligence;**
- **Consider Models for developing collaborative working arrangements;**
- **Checklists for each model;**
- **Draft outline agreements and/or sub-contracts depending upon the model which is selected**

**Preliminary** reading will be provided and will include the following:

- The Public Contracts Regulations 2006 (2009)(2011) (Relevant Regulations)
- The Competition Act 1998
- The TfC 12 Golden Rules for Working in a Consortium (TfC 2008)

**Participants will receive:**

- the TfC technical CD "A Guide to tendering as a consortium"
- the TfC CD supporting documents for the day including "Working in a Consortium – A guide for third sector organisations involved in public service delivery " (Cabinet Office December 2008)
- the TfC checklists and model Agreement documents



**Each Session** will be arranged in order to offer a participative group style of development to enable sharing of experience.

**The maximum number of participants will be 8.** These may be from different organisations, from various geographical locations or some from the same organisation.

**Tasks will be set** to be completed between each stage of the development process.

**We will expect arrangements** to be in place for Director/Trustee involvement in the process and to confirm decision making as the development proceeds.

**The Programme will be run at a pace which suits those involved and be at times and places as arranged.** The TfC Consortium Development Programme can be delivered by face to face meetings, or more generally through telephone conferencing.

**Where the Programme is delivered in the face to face format** we supply a projector and computer, but require a flip chart and screen. Our fees do not include the cost of the hire of premises for the sessions.

**We supply** back ground and technical CDs, checklists and draft agreement documentation,

#### **Fee package**

For the programme as set out above to take place by arrangement. The price which we charge will depend upon the style of development required. For example delivery by telephone conference is very cost effective in terms of travel which is reflected in the quotation. Face to face meetings in and around London can also be offered at a cost effective price. Where we have to travel for sessions these can be more expensive and may include overnight costs. Please contact us for details based on particular circumstances. Our fees are as follows:

- Fees for the total Programme start at £4,000
- VAT is added to all fees quoted.

For further details please contact us by:

Telephone - 01629 57501 (yes five digits is correct!!)

Fax - 01629 584972

E-mail - [info@tenderingforcare.com](mailto:info@tenderingforcare.com)

#### **Earlier participants in the Programme have said:**

*Exceptional and very high quality– want to carry on!!*

*The material covered will improve my effectiveness in this area beyond my expectations*

*It really opened my eyes to the very significant issues involved, and the need to prepare and think carefully about consortium tendering*

*Excellent, Informative, Enthusiastic!*

*A really valuable amount of information and learning has been exchanged today – Thank you very much*

