

Sponsors: The Voluntary Youth Sector in West Sussex (formerly WSCVYS) and Surrey Youth Focus

Workshop 1: “Preparing for commissioning”

Date: Wed 26 February 2014

Timings : 9.00 am coffee etc on arrival. 9.30 am start – finish at 4.00pm

Venue: Trafalgar Road Baptist Church, Trafalgar Road, Horsham, West Sussex, RH12 2QL

Charge: None

To Book: Click on: <https://www.eventbrite.co.uk/e/preparing-for-commissioning-tickets-8812080169>

Aims:

- 1. To enable local authority commissioners to explain their intentions regarding future commissioning/contracts**
- 2. To enable the voluntary youth sector to gear up to bid in partnership with others**
- 3. To give an overview of the organisational and performance issues that the voluntary youth sector will need to address to compete successfully**

Context: *West Sussex CC is choosing to make substantial budget cuts, including of £1.2mill to the Youth Service budget. The current Chief Executive post is being relinquished and it seems probable that commissioning of services, rather than grants will be more to the fore. How will the voluntary youth sector respond to this? How can you be ready to bid successfully for contracts? What about partnerships and consortia as bidding vehicles, and what is the place of real social enterprises as service delivers? What are the opportunities?*

Speakers:

TBA – West Sussex CC

Rob Looker, Consultant Prism Places- Social enterprise

Hanna Moore – Consultant formerly CEO of WSCVYS

Mike Abbott – CEO Surrey Youth Focus, and a director of Surrey Youth Enterprise CiC

1. **“A Balancing Act”: Local authority commissioning:** An outline of commissioning opportunities against a difficult financial background – balancing value for money, achieving service outcomes with Localism.

 2. **“Where do I fit in?** How should the voluntary sector prepare for this changing, and highly competitive world?
 - mapping your services on to commissioning intentions
 - Identifying the business you are in...avoiding mission drift
 - organising to demonstrate quality
 - measuring results- outcomes
 - Scaling up – planning for growth

 3. **Building strategic relationships:**
 - Doing so before **you need to**
 - Partnerships, networks and lead bodies
 - Social enterprise
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Follow up workshops:

This overview workshop will be accompanied by two follow up workshops that will be more detailed, and focused on particular service areas like mental health and disabilities. These can be attended either as an integrated course, or as single days.

Further details to follow

Workshop 2: 27 March : Know How Day?: How to identify and build up the services and intellectual property that your organisation has – it’s distinctive contribution.

Workshop 3: April (TBA): The Business of Social Enterprise: What is a social enterprise? Why it is NOT a charity – the legal framework. Aligning your organisation to compete successfully.