

# **Collaboration Workshop**

**Facilitated by:**

**Sarah Bawden**

**&**

**Sue Morris**

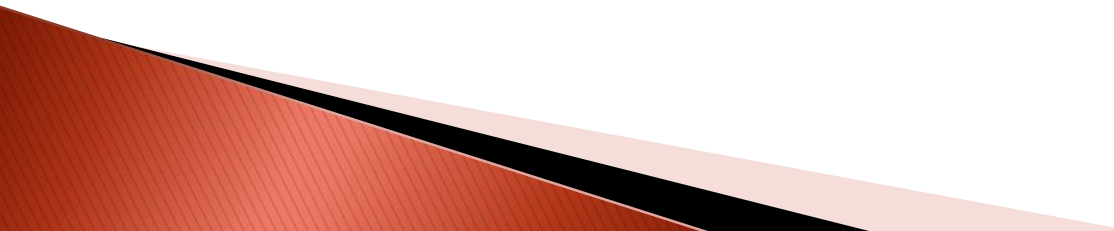
**Salford CVS**



# **Collaboration:**

Cooperative arrangement in which two or more parties (which may or may not have any previous relationship) work jointly towards a common goal.

# Main Drivers


- Shift away from grant aid towards contracting
  - Aggregation - larger and larger contracts
  - More business-like approaches
  - Joined up working – range of partners
  - Allows for greater economy of scale
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# Why collaborate?

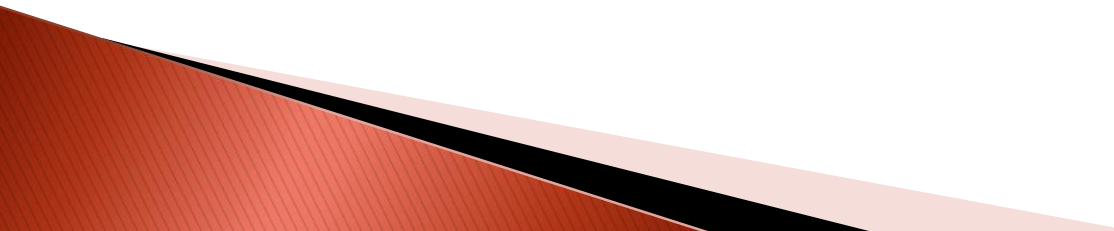
- Increase influence
- Share or limit risk
- Share costs
- Share resources
- Client centred services
- Improved quality services
- Working together rather than in competition

# Is your organisation ready for collaboration?

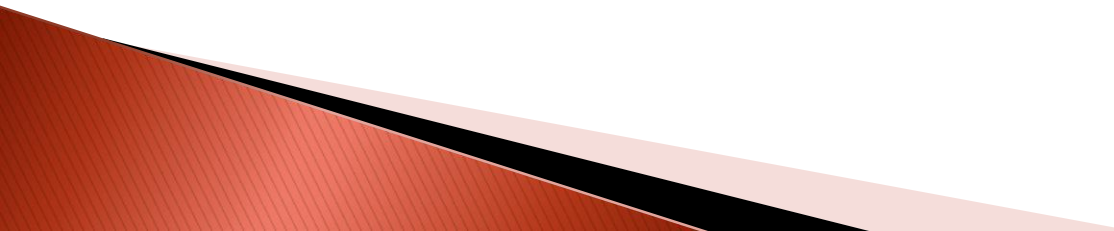
Each Organisation needs to be clear about:

- ▶ Its own organisation's mission, vision and values.
  - ▶ What it wants to achieve through the collaboration.
  - ▶ How this is likely to benefit service users.
  - ▶ The strategic Environment that it's working in.
  - ▶ What to bear in mind when identifying and approaching potential partners.
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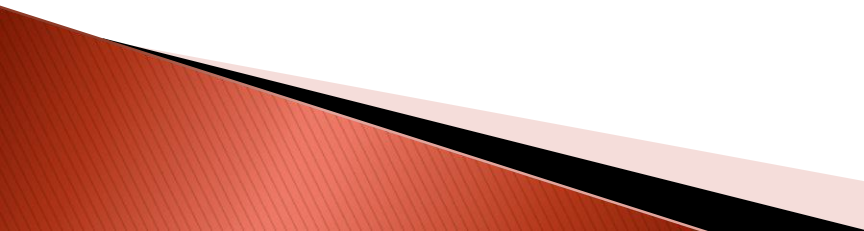
# Deciding who to work with

- ▶ Whose standards and business ethics do you trust and respect?
  - ▶ Whose services and reputations might compliment your organisations strength?
  - ▶ Is there anyone you must have on board? Are they interested in possible collaboration?
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# Establishing a partnership.

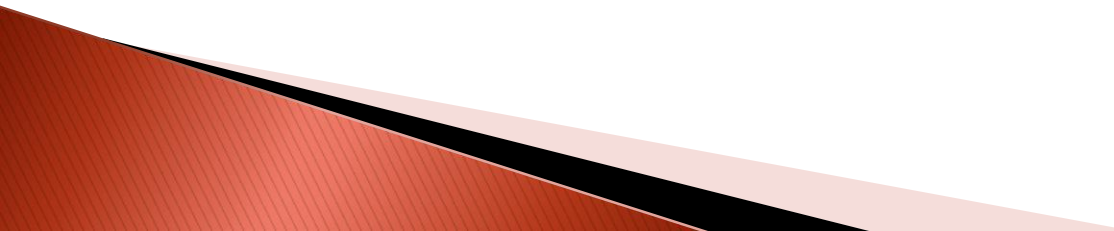
- ▶ Early involvement of senior management
  - ▶ Steering group to manage transitions
  - ▶ Adequate resources and planning time
  - ▶ Specialist advice and support
  - ▶ Clarity as to reasons for and benefits of partnership
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# Different Models of Partnership

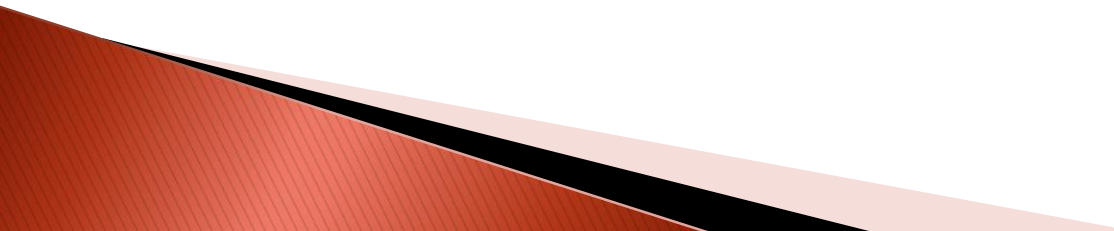
- ▶ Informal Network
  - ▶ Loose Partnership – Lead Organisation
  - ▶ Formal Consortium
  - ▶ Multi-agency working – Joint venture
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# Vision and Values

At an early stage:

- ▶ Draw up a memorandum of understanding
  - ▶ Insist on exclusivity.
  - ▶ Have a binding confidentiality agreement
  - ▶ Discuss the intention to share risks and liabilities
  - ▶ Consider levying a non-refundable financial contribution.
  - ▶ Get to know each other.
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# Remember.

- ▶ Collaboration has legal implications for your organisation.
  - ▶ It is essential all members are committed to developing a robust, sustainable collaboration
  - ▶ It is essential to have an understanding of the process.
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Thank you  
Any questions?

