

PARTNERSHIP works

THE NEWSLETTER FROM PARTNERSHIP WORKING LIMITED **No3 : WINTER 2010**



IN THIS ISSUE

- P1: Government grants for training
- P2: Our Public Sector Response Unit
- P3: News roundup
- P4: What the Government has to say
- P4: New partnerships
- P4: Where to contact us

NEXT ISSUE

Launching:
COLLABORATION CLUBS

STILL JUST TIME TO GRAB A GRANT

You need to hurry to benefit from the Government Leadership and Management grant fund. We are told we can take applicants up to the end of February 2011. Did you know you could get up to £1000 free funding to help your business grow? None of the businesses listed on page 3 did until they met us.

Are you a director or senior manager? Has your company five or more staff? Are you looking to grow your business? If you have not taken advantage of this grant before, then now is the time to act. It is simple and straightforward and we will guide you all the way.

To find out more: call Rosie Banyard at our Kent office on: 01474 535070 or email rosie@partnership-working.co.uk

CONTINUED ON PAGE 3 

HOW CAN YOU BENEFIT FROM THIS GRANT

WRITE WINNING BIDS

To win contracts from the public sector, you must provide essential company information ("Bid Pack") ...

- We help you with writing "Bid Packs" that make you stand out from competitors
- Write winning Pre-Qualification Questionnaires
- Help you to find suitable contracts
- Train you to write expert bids and quotations
- Get detailed feedback to help you improve further

INCREASE SALES

Your existing customers can help you win more business by providing quality case studies and testimonials ...

- We conduct confidential customer interviews and identify sales opportunities to existing customers
- Identify how to take your existing strengths into new markets
- Develop sales & marketing campaigns: using effective and appropriate techniques

COLLABORATION CLUBS

Your business could be more successful as part of a bigger group of companies: a Collaboration Club™ ...

- Like-minded companies can work together to present a united front to buyers.
- Opportunities exist in many sectors such as.....*
- **Construction**
- **Venue Services**
- **Facilities Management**
- **IT support**
- **Social Enterprises**

PARTNERSHIPworks

THE NEWSLETTER FROM PARTNERSHIP WORKING LIMITED No3 : WINTER 2010

GOING PUBLIC ON PROCUREMENT SOLUTIONS

The PWL PUBLIC SECTOR PRACTICE TEAM

From left to right; Liz Holford, Hilda Stearn, Deb Sen, Andy Bush, Robert Hardy and Audrey Shanks.



Right:
Roger House



The PROCUREMENT PRACTICE TEAM

The partners in PWL cover a diverse yet complementary range of capabilities, brought together under one banner to seamlessly help you develop sustainable high performance. The Procurement Practice Team has many years practical experience of writing winning bids and PQQs - with an 80% success rate.

Some of this experience is available in our "Top 10 Tips", send an email to Rosie for a copy :

Rosie@partnership-working.co.uk



With experience on both sides of the public and private sector fence, the PWL team brings together a unique and powerful knowledge base. With previous senior public sector staff, politicians (to Ministerial level) and RDA Directors all working together with highly experienced business people who have the additional experience as successful lobbyists. The potential for delivering innovative and productive solutions to a wide variety of community conundrums is huge.

The team is currently putting the final touches to a coordinated programme for Local Authorities offered as part of a solution for the current economic climate. Launch February 2011.

Would you like to know more? Do you have the experience to contribute to this group, would you like to join us?
Contact Roger House on rof@partnership-working.co.uk



Practice Leader Tim Colman has ten Olympics under his belt in terms of handling bid writing. He has an honours degree in engineering and has spent 30 years working in global organisations living and working both in the UK and abroad taking responsibility within a large corporate for the Asian-Pacific market. He has worked at Director level for the Swatch group.



PARTNERSHIP works

THE NEWSLETTER FROM PARTNERSHIP WORKING LIMITED **No3 : WINTER 2010**

CONTINUED FROM FRONT COVER:

Congratulations to the following businesses who are amongst the many who have signed up with us to a business development programme with the Government grant:

Ava Pac - Gravesend - carrier bags, packaging and print
Bite Me Catering - Dartford - Venue and catering management
CRW Project Services - Gravesend - 3D visualisation
Current Connections - Maidstone - Electrical contractors
Hydro-Dynamix - Maidstone - Insurance cleaning and refurb.
Medway Safety - Chatham - Health and Safety
Octasis - London - IT consultancy, business continuity
Rosemead Designs - Bolton - soft furnishings manufacturer
The Bureau Payroll - Dartford - payroll, book-keeping and accounts.

AN ENERGETIC PRESENTATION

The EIC is the leading trade association for UK companies supplying goods and services to the energy industries worldwide. With around 600 member companies and provides them with the capability to understand, identify and pursue global business opportunities.

The EIC membership comprises contractors and suppliers from all areas of the energy sector who make a significant contribution to the UK economy, employing in aggregate around 1 million and generating £100 billion in revenues from their UK operations.

The EIC invited PWL to deliver a workshop on Procurement practices in its London headquarters which was a very well attended event.

Delegates were delighted with PWL Director Tim Colman's performance and have invited him to Glasgow to deliver another.

It underwrites the flexibility of the PWL team and the ability to empathise with companies across sectors and size.

FREE TASTERS

At PWL we firmly believe in the concept of allowing prospects to "Test Drive" the quality of our knowledge. We run a programme of free tasters which enables attendees to take away some concepts and ideas - even if they are reminders of what we should already know - and sow the seeds for a more comprehensive input by us when they are ready. Please check out the web site.

Below: PWL partner Deb Sen in full flow in a Collaboration workshop.



WYCOMBE EXHIBITION



The team were out on force in October attending a new exhibition at High Wycombe sponsored by the Local Authority. PWL Partner Hilda Stearn was one of the main organisers of the show and delivered a keynote seminar. All went extremely well with several companies signing up to the PWL Government subsidised training.

A ROSIE PWL WELCOME

The PWL team welcomes new Graduate Rosanna Banyard Bsc, LL.M to "The Coalface" of business. "Rosie" brings with her a degree in Psychology and a Masters in Law together with great enthusiasm and a talent for getting into the deep end assisting with grant applications, scheduling project activities, project management and progress reports, research and networking.

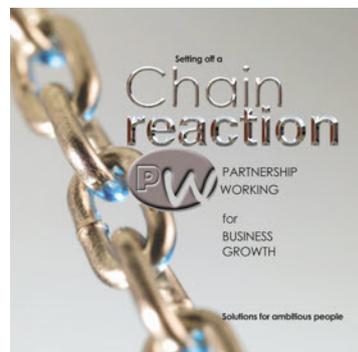


INDIAN AWARD

Roger House, one of the PWL Directors was awarded the Pride of Britain Leadership Award by Baroness Verma at the opening of the new Non Resident Indian Chapter in Kent. The award recognises his work in his role in leading the largest representative group of businesses in Kent - the Federation of Small Businesses, of which he is both Regional Chairman and Southeast Policy Chairman.



Photo by Trevor Sturgess, Business Editor of Kent Messenger Group



CHAIN REACTION

The multi-practice business improvement programme designed and created by PWL. Start at any point in your company operation and create a chain of efficiencies and productivity. See more [online](http://www.pwl.co.uk).

PARTNERSHIP *works*

THE NEWSLETTER FROM PARTNERSHIP WORKING LIMITED **No3 : WINTER 2010**

THE GOVERNMENT *NEWVIEW* ON PUBLIC PROCUREMENT

It's the day of the SME as cabinet office minister Francis Maude warned large technology providers to government that the glory days of mega-contracts are at an end.

Maude took no prisoners when he told an audience of chief executives from 31 key government suppliers including BT, Hewlett Packard, IBM and CapGemini, that future ICT contracts would be cheaper, "smaller" and "off the shelf" rather than expensive, bespoke system and expected be delivered in close partnership with SMEs.

"Government will no longer offer the easy margins of the past. We will open up the market to smaller suppliers and and we will expect you to partner with them as equals, not as sub-ordinates," he told them. "The days of the mega IT contracts are over, we will need you to rethink the way you approach projects, making them smaller, off the shelf and open source where possible."

But Maude admitted that government procurement practices had not helped the situation. He noted that government purchases took 77 weeks from first publication to the award of a contract, partly because government buyers had to cope with "some 6,000 pages of guidance on procurement". This means that on average public buyers take "twice as long" to agree deals as their private sector counterparts. "This is just wasted time and money on both sides of the equation and it is something we urgently need to address," he said.

"This is at the root of much of the bureaucracy, duplication and confusion in this area," Maude added. "[Suppliers] will have had to deal with contracts where the specification changed 10 times before you were through, where your employees were manmarked by civil servants and where the individuals you were working with constantly changed."

To make procurement simpler and to level the playing field for providers, a new government website has been launched for SMEs to share their public procurement stories and to seek advice on how to change for the better. See website www.number10.gov.uk/problemwithprocurement The site says: "We want you to tell us, in plain and simple terms, how we need to rip up the red tape and bring more sense into the winning of government contracts."

"You will all have experienced procurements which seemed to go on forever, cost millions of pounds and took countless hours of your employees' time and energy. I know how frustrating this all was and I can promise you here today that we will do things differently," said Maude.



PWL PARTNERHIP

We are delighted to partner with Regus with an agreement to have free access to their business centres. This will enable us to extend our reach into the business community and develop a strategic network across the UK.

Our offer will be extended to introduce facilities for PWL participants on a trial basis courtesy of Regus including the Gold Card.



PWL OFFICES

KENT AND SUSSEX:

BIG SOLUTIONS LTD:

01 474 535070

kent@partnership-working.co.uk



Roger House



Deb Sen

HANTS AND SURREY:

ABACUS HR LTD:

01256 381436

hants@partnership-working.co.uk



Tim Colman



Neris Gallo

BUCKS, BERKS, OXON:

AVE PARTNERS LTD:

01 494 565206

bucks@partnership-working.co.uk



Hilda Stearn



Audrey Shanks

MANCHESTER, LIVERPOOL, STOKE

SROI SOLUTIONS LTD:

07523 951919

manchester@partnership-working.co.uk



Andy Bush