



## Services

# Strategy & Collaboration

We help to build partnerships and plans that deliver results. Our emphasis is on finding common ground between public authorities and the third sector and on tackling shared challenges head on.





# Strategy & Collaboration

It's a challenging time for organisations of all types, from the smallest charities to the largest public authorities. In this era of austerity there's a growing pressure to deliver more with less.

This is where our expertise of 'social enterprise' comes into play. Finding enterprising approaches that work across sectoral divides and ensure better and more sustainable service outcomes.

## Our input can take a number of forms:

---

**Support strategies.** We help to develop multi-agency approaches to developing the third sector and social enterprises.

---

**Commissioning improvement plans.** We help public service managers, commissioners and buyers to do better business with enterprising third sector organisations.

---

**Service externalisation plans.** We help to make sense of the options for 'spinning out' services as independent social enterprises.

---

**Investment strategies.** We gather evidence that can lead to more intelligent grant funding and social investment decisions.

---

**Change plans and improvement plans.** We help to rethink, restructure, and reshape services based on enterprising principles.

---

More and more we're being asked to help public bodies and the third sector to work together to find shared solutions. That's why we've developed a range of successful Partnership Improvement Programmes that build common ground, develop joint working, and lead to real action.

Our partner is CEIS, the oldest and largest non-profit consulting agency in the UK. For more than 25 years CEIS has brought forward cutting edge programmes relating to: community engagement and capacity building; social enterprise development; public sector externalisation; and social investment.

Want to find a more collaborative and enterprising way forward for your service? Just get in touch to find out more.

## Recent Work

### 'Spinning out' public services

We worked with Fife Council to develop and trial a step-by-step guide for managers, setting out how to externalise council-controlled services as employee-owned mutuals and social enterprises.

### Strengthening cross-sector partnerships

We designed and successfully piloted the Partners for Change programme in six local authority areas. Each of these improvement programmes focused the minds of local public and third sector leaders on a shared challenge and led to concrete action on service design and delivery.

### Commissioning more intelligently

We worked with the local authority and partners in Inverclyde to produce a Commissioning Improvement Plan. This established ways for the public sector to purchase more sustainably, maximise social value, and in doing so unlock opportunities for the third sector.

### Enabling social enterprise

We researched and co-produced a strategy to grow the role of social enterprise in Glasgow. This set out a compelling vision of a 'social enterprise city' and produced an ambitious programme of action to deliver on this vision.

Further case studies are available at [www.socialvaluelab.org.uk](http://www.socialvaluelab.org.uk)

---

**Get in touch! - Call us on 0141 530 1479**

Studio 222, South Block, 60 Osborne Street, Glasgow, G1 5QH. [www.socialvaluelab.org.uk](http://www.socialvaluelab.org.uk)