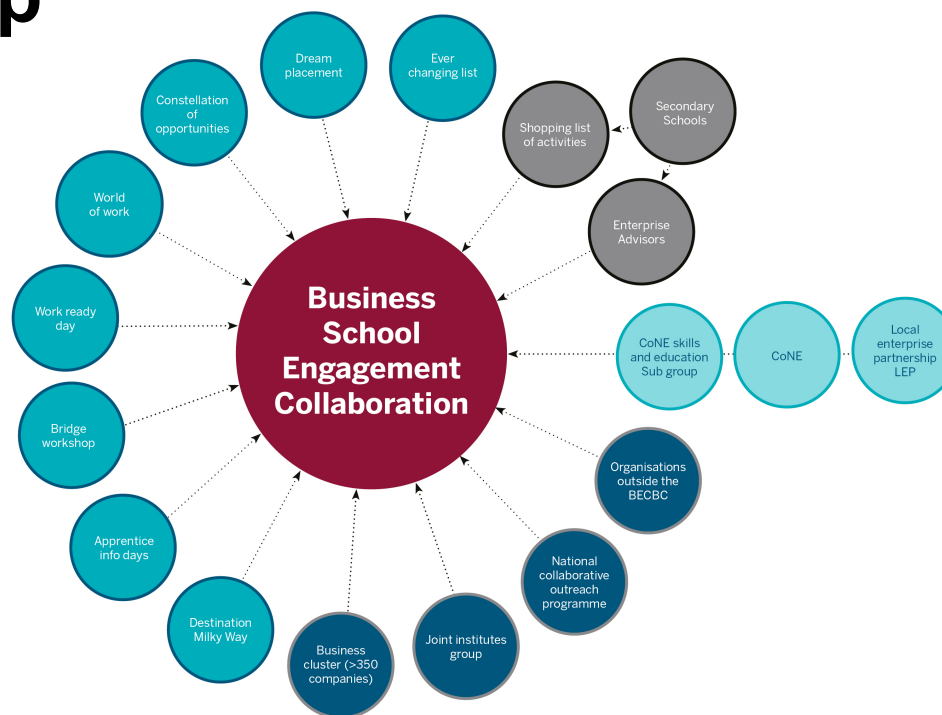


Business Cluster Socio-Economic Group

10 October 2017



Agenda:

Actions from last Month

- 23rd November Showcase - Led by LEP - Who can support this to promote our work. Caroline Lenard
- 8th December – Enterprise advisors meeting. – What support is required? Melanie Carr
- Project managers meeting proposal. Katie Harper
- Requests to support the calendar. – Vicky Ritson.

Next slide.

- Contracting for the school business engagement in 2018.

- **12th October Cockermouth School WOW morning**
Non engineering delegates for Speed networking and Constellation cover
- **18th October Workington Academy Work Ready Y12 afternoon**
- **14th November UTC WoW Y10-11 combined**
Speed networking am, Constellation cover
- **11th December Beacon Hill/Solway WoW**
10am to 2pm Speed networking delegates and Constellation cover – Owen Mills to take lead, supporting presenter req.

The aim of the project is to tender and award a fully resourced and managed contract to deliver a coordinated skills and education programme for secondary students across the Copeland and Allerdale Boroughs

- ❖ Aim to award a contract pre Christmas 2017, for contract start Jan 2018
- ❖ Intent is to award on a fixed price basis for a three year term with renewal requirements to either extend or break every twelve months (January to January), with right of termination for convenience on 2 months notice
- ❖ AFW have appointed a dedicated resource to help to project manage through to completion
- ❖ A small team from the SE sub-group have committed to help achieve the programme by:
 - ❖ Developing a thorough and concise scoping statement and assessment criteria to help the potential bidders and reduce any potential clarification time. Quickly followed by issue the tender and manage the process.
 - ❖ Conducting a focused marketing and PR exercise to secure the required funding and to attract bidders from the local supply chain
 - ❖ Carrying out the bid assessment and managing the contract on behalf of the cluster board

This programme shall deliver information on employment gaps and opportunities across all business sectors and deliver aspirational guidance on opportunities within the County.

The partner will be required to work with the schools to develop their future intervention requirements and look ahead plans and subsequently publicise these needs to the wider business community resulting in a calendar that provides a full picture of the forthcoming year interventions.

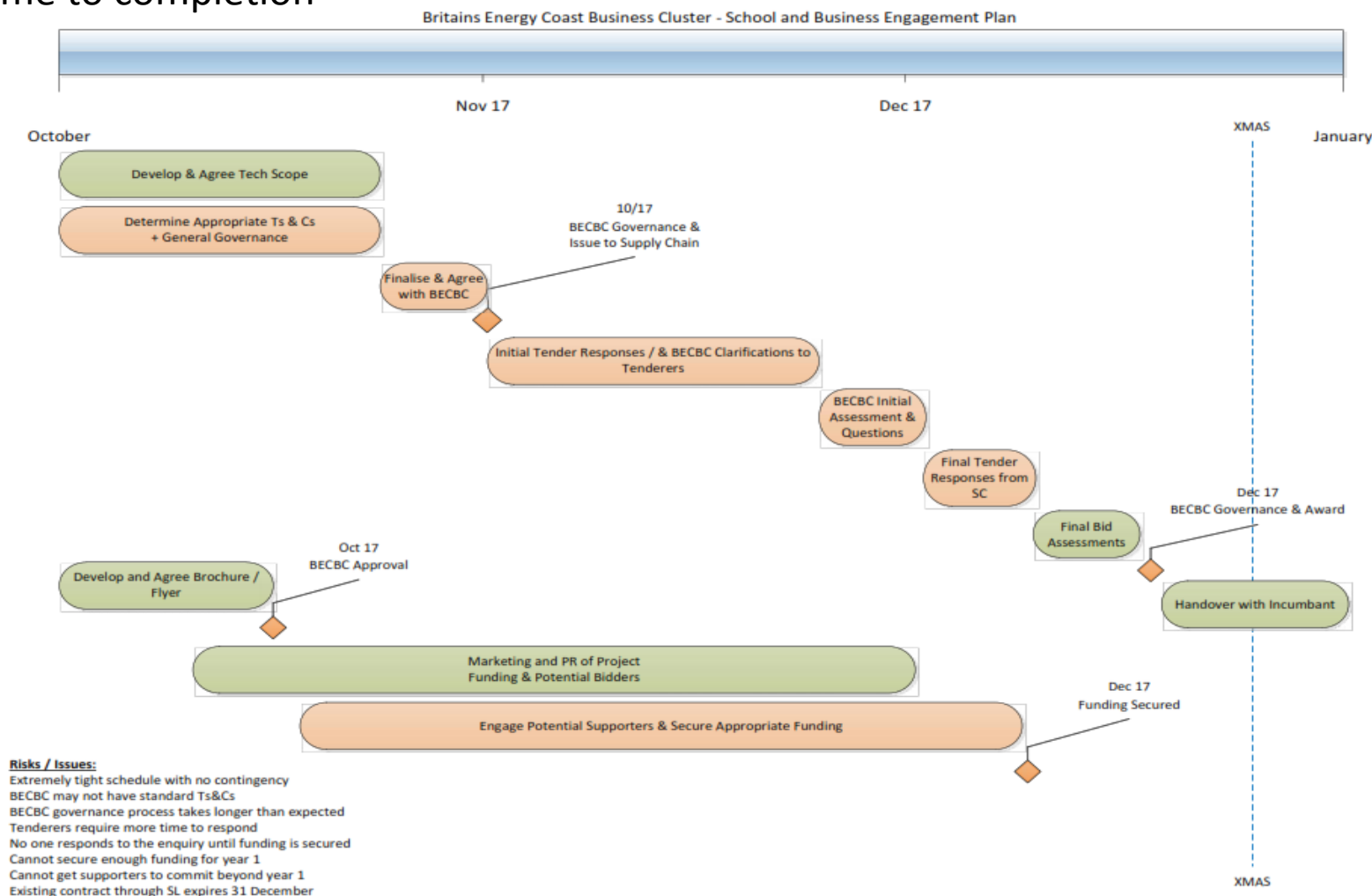
The successful bidder will then be required to work with these businesses to develop single source, shared school solutions that benefit the students and allow the business to embrace a co-ordinated and planned approach to their own schools and careers engagement plan.

The successful bidder will have access to any current BECBC resources and tools and will be provided with access to the existing web based portal and calendar and is expected to improve and / utilise these tools throughout the period of the contract. It is expected that the successful bidder will review this web based calendar and make recommendations on how it can be enhanced and improved to make it more user friendly.

The partner will also engage and work with other organisations involved in this area, such as Local Enterprise Advisors and sector bodies to provide a co-ordinated approach.

The successful bidder should hold an initial face to face kick off meeting with the BECBC representatives to discuss specific requirements, progress meetings should be held regularly either face to face or via conference call. Milestones for delivery will be established with the successful bidder.

Programme to completion



Where are we right now:

- ❖ Statement of service requirements drafted (scope) for review and approval
- ❖ Tender return submission drafted for review and approval
- ❖ Preparing PR / marketing brochure that is aimed at potential sponsors and bidders
- ❖ Initial sponsorship levels agreed at
 - ❖ Gold - £5,000
 - ❖ Silver - £2,000
 - ❖ Bronze - £1,000
- ❖ Making good progress and in line with schedule/ programme
- ❖ Requires £40k or more.

Next Steps:

- ❖ Publish on the website
- ❖ Commence the marketing campaign and secure funding
 - ❖ Brochure to be available 31st October. (Dianne)
- ❖ Create video message to support campaign
 - ❖ November task – key is to focus on the brochure and contract enquiry (S McCourt/ Phil Bennett)
- ❖ Issue the enquiry Document - Early November. (Neil)
- ❖ Engage cluster group advocates to assist with drumming up support in their own organisations and the wider business community. (Everyone here.)

Ambassadors

- ❖ Andrea Hines
- ❖ Iain King
- ❖ Owen Mills
- ❖ Andy Semple
- ❖ Katie Harper
- ❖ Gillian Johnson
- ❖ Tony Cole
- ❖ Phil Bennett
- ❖ Mark Watters
- ❖ Paul Fletcher
- ❖ Dave Henderson
- ❖ Dianne Richardson
- ❖ Stuart McCourt

Who else?

**Briefing session
when the brochure
is available.**