

This reference pack draws on the learning from hact's year-long project working with six partnerships pioneering different collaborative approaches to bidding for Supporting People (SP) contracts. It demonstrates that smaller providers can rise to the challenge of competing for the declining number of SP contracts.

The project aimed to help small, community-based housing support providers to thrive within the emerging SP framework. Its objective was to develop different collaborative approaches to tendering and delivering services, including partnerships and consortia.

#### Hact helped project partners with:

- practical help and facilitation, working through some of the issues involved in developing collaborative models;
- financial support for the costs of building capacity of some of the smaller partnership members, as well as some legal and expert support costs.

In exchange, all participating organisations contributed to an evaluation and facilitated learning process between the partnerships.

The six partnerships were:

Suffolk	Ipswich Housing Action Group, Anglia Care Trust, EPIC Trust (part of Circle Anglia Group), Family Welfare Association, Orwell Housing Association, Together	A successful consortium bid for floating support contracts and a central access and referral function covering the whole county
Redbridge	Refugee And Migrant Forum of East London (RAMFEL), Family Mosaic	A partnership to deliver a borough-wide floating support service between a large lead agency and a small community-based sub-contractor
Durham	SHAID, DASH, Moving On	Three small homelessness agencies working as a consortium of sub-contractors on partnership bids with two prospective lead agencies to tender for a county-wide floating support service
Rotherham	Rotherham Mind, Chantry YMCA, GROW, Rush House, Voluntary Action Rotherham, Rotherham Women's Refuge, Yorkshire Trust	A group of local providers of young people's services setting up a separate company – Independent Local Services – to bid for a range of contracts including Supporting People
Southend	Southend YMCA, Homeless Action Resource Project, Southend Area Voluntary Services, Southend District Mental Health Association (Southend Mind), South Essex Homes	A consortium bid for floating support service
Liverpool	New Start, Bridge House Project, ICCM, Mary Seacole House, SILPH	A group of small providers working towards developing a collective arrangement with the same lead agency for a range of future partnership bids

**Collaborate was funded** by Communities and Local Government and was a collaboration between hact, Sitra and the National Housing Federation. Hact worked with consultant Alan Cripps (alan@neadon.com) to support the partnerships and to develop this resource pack.

**An evaluation is also being published** to capture wider issues about collaboration, commissioning and procurement. Hact is working with Sitra and the NHF to share these widely.