

**RM4184 – L0685; Support Provision under the Mutuals Support Programme
Thurrock Youth Trust**

Value Statement - Consultancy

Section 1 - Consultancy Value Statement: Value to be delivered											
Supplier Name	Bates Wells Braithwaite										
Title of Contract	RM4184 – L0685; Thurrock Youth Trust										
Requirement Summary	<p>Thurrock Youth Trust (“the Potential PSM”) is spinning out of Thurrock Council (“the Parent Body”). The Potential PSM will deliver Information Advice and Guidance (IAG); youth work; employability (access to apprenticeships and work experience); and other targeted youth services for c.11,000 young people (13-19 year olds or up to 25 if there are additional needs) across Thurrock.</p> <p>The Potential PSM anticipates also including a Youth Hub as part of the transition to act as a focal point of service delivery – though they will require support to explore whether they can include this as part of an asset transfer or lease from the Parent Body.</p> <p>The mutualisation support package has the following objectives:</p> <ol style="list-style-type: none"> 1. To enable the Potential PSM to submit a final business case to Thurrock Council by March 2015. 2. To develop a clear understanding of commercial and financial requirements necessary for the Potential PSM to grow and thrive. 3. To capture and share key learning and experience with other Parent Bodies and youth services considering mutualisation. <p>The table below provides an outline of the deadline dates of the above Deliverables:</p> <table border="1"> <thead> <tr> <th>Deliverable</th> <th>Deadline</th> </tr> </thead> <tbody> <tr> <td>Business Planning and Financial Modelling</td> <td>31 March 2015***</td> </tr> <tr> <td>Governance and Legal Structure</td> <td>31 March 2015***</td> </tr> <tr> <td>Transition Planning</td> <td>31 March 2015***</td> </tr> <tr> <td>KSDs</td> <td>31 March 2015***</td> </tr> </tbody> </table>	Deliverable	Deadline	Business Planning and Financial Modelling	31 March 2015***	Governance and Legal Structure	31 March 2015***	Transition Planning	31 March 2015***	KSDs	31 March 2015***
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KSDs	31 March 2015***										
Financial Value Statement	The maximum contract value for this contract is £27,775.00										
Non-financial Value Statement	<p>Support Requirement 1: Legal and Governance</p> <p>The Supplier is required to provide all technical and advisory support necessary, but not including project management support, interim resource or backfill, to test the existing identified legal form (Community Interest Company) and test the suitability of a charitable arm or status to enable the Potential PSM to develop a clear understanding to select the most appropriate legal form going forward and, to develop an appropriate governance structure that suits the needs of the Potential PSM. This support should include – but should not be limited to – the implications of the following:</p> <ul style="list-style-type: none"> ➤ Growth and investment opportunities ➤ Any skills gaps within the proposed governance structures and board ➤ Tax implications for the new entity ➤ HR (including TUPE) ➤ Future pension arrangements ➤ Maximising staff and young people’s involvement ➤ Engaging staff and young people ➤ Fundraising opportunities 										

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	<ul style="list-style-type: none"> ➤ Appropriate procurement routes to determine options for awarding the service contract for the new entity <p>Support Requirement 2: Business Planning and Financial Modelling</p> <p>The Supplier is required to provide all technical and advisory support necessary, but not including project management support, interim resource or backfill, to enable the Potential PSM to update and develop the existing business plan into a 5 year commercial business plan with accompanying robust and updateable financial model. Support should include, but should not be limited to:</p> <ul style="list-style-type: none"> ➤ due diligence of the Potential PSMs existing business plan ➤ due diligence of the Potential PSMs existing financial model including taking into account of a reduction in funding from c£800,000 per annum to c£500,000 per annum ➤ developing a 5 year growth plan with accompanying growth strategy, developing a service pricing strategy and accompanying price list, ➤ developing a feasibility report assessing the viability of taking on the Youth Hub through an asset transfer to the potential PSM. If it is viable to take on the Youth Hub, this will need to be included in the business plan, financial modelling and transition plan. ➤ The Supplier is required to support the potential PSM in negotiations with the Parent Body or local stakeholders with regard to the leasing or asset transfer of buildings (including the Youth Hub), equipment and back-office facilities such as ICT, payroll and access to minibuses. ➤ Consideration should be given for VAT and tax implications, realistic growth assumptions and accompanying investment strategy and (if required) fundraising strategy, financial implications of the support services, market and competitor analysis and pricing strategy, insurance requirements, future services offered by the Potential PSM, and pensions and TUPE liabilities. <p>A key part of this requirement is to ensure appropriate commercial and financial skills transfer to the Potential PSM and, to support any necessary negotiations with the Parent Body to ascertain assumptions in the business plan for, but not limited to, assets, leases and, service contracts.</p> <p>Support Requirement 3: Transition Plan</p> <p>Building on Support Requirements 1 and 2, the Supplier is required to provide all technical and advisory support necessary, but not including project management support, interim resource or backfill, to support the Potential PSM to develop an outline transition plan for the service to go live in March 2016. This should include details of all the activities required to transition to the agreed model, key dependencies, risks, mitigating actions, and any particular HR issues (e.g. future pension arrangements and, managing the TUPE process), legal issues (including any commercial arrangements between the Potential PSM and Parent Body) and financial issues.</p>
Section 2 - Consultancy Value Statement: Actual Value Delivered	
Financial Value Statement	The maximum contract value for this contract is £27,775.00
Non-financial Value Statement	All the deliverable and objective outlined above have been met for this contract.