

## Prior Information Notice – expression of interest



### London Borough of Lambeth

#### **Expression of Interest to Tender for the Provision of Voluntary and Community Services to Lambeth's Voluntary and Community Sector (VCS)**

##### Background: The Voluntary and Community Sector Lambeth Council

The voluntary and community sector (VCS) in Lambeth plays a vital role in the lives of people who live in the borough. Lambeth's VCS has a strong track record in developing and delivering a range of innovative approaches to social, economic and environmental issues.

The borough's VCS organisations reflect the diversity of the people and communities who live and work in Lambeth. Recent research (conducted in 2017) found that there are over 1,500 VCS organisations in Lambeth including registered charities, community interest companies, social enterprises and unregistered groups. Previously, London Voluntary Sector Council's (LVSC) borough profile for Lambeth shows that in 2013 there were at least 1,570 VCS organisations in the borough.

It is estimated that the total annual income for Lambeth-based charities alone was over £1.5bn, employing at least 22,000 people. At least half of the charities are local or regional in focus, with the other half having a national or overseas focus. 31% of Lambeth's VCS organisations do not have any staff, 30% have less than 5 members of staff and 28.2% employ over 10 people. A considerable number use volunteers (58% with over ten volunteers). Finally, the picture of turnover identified that nearly two fifths – 39.1% - of organisations received an income of between £100,000 and £1 million, and just over a third - 36% - had a turnover of under £25,000.

The role of the VCS in Lambeth has become increasingly significant in recent times particularly as the council has faced – and continues to face – unprecedented cuts to its funding. Between 2010 and 2018 our central government funding will have been cut by half which greatly reduces our ability to directly provide services for local people. Furthermore, an additional £55m in savings needs to be made by 2020.

##### What the VCS in Lambeth has told us

In 2017, Lambeth commissioned research on the state of the VCS in the borough. This included a series of in-depth interviews with VCS representatives operating within the borough and respondents' views on what they want from the council include:

- more funding
- a better and equal partnership and co-production
- sharing of information
- affordable meeting places
- facilitating meetings and helping with coordination of the sector in kind or through extra resources

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Also identified from the feedback as part of this research included specific areas of support relating to:

- Finance and fundraising - 64.9%
- Capacity building - 50.5% and;
- Consortium and partnership building - 43.3%

With this information in mind, the council feels that dedicated support should be provided with a particular emphasis on these specific areas so to strengthen the voice of the sector in Lambeth.

The table below sets out a provisional timetable for the procurement process:

<b>Milestones</b>	<b>Date</b>
Issue Tender Documentation	19 <sup>th</sup> September 2018
Last date of clarification	3 <sup>rd</sup> October 2018
Return Date of Invitation to Tender	10 <sup>th</sup> October 2018
Award of Contract	19 <sup>th</sup> December 2018
Commencement of Contract	2 <sup>nd</sup> January 2019

### Proposal

The London Borough of Lambeth is seeking to engage with potential partners in the provision of strategic support for the Voluntary and Community Sector in Lambeth.

We are seeking to hear from providers that have experience in delivering the various services set out in the PIN notice.

If you are responding to this notice, we would appreciate it if you could provide your contact details and cover the following points in your expression of interest:

- a) Please see attached the draft specification for strategic support for Lambeth's voluntary and community sector. We welcome your comments / observations on the document attached (please restrict your response to a maximum of one side of A4).
- b) Please indicate any additional quantitative information that you require (please set this out in no more than one side of A4).
- c) We are using this PIN notice to invite proposals with respect to the pricing document for the tender submission. Please can you attach a pricing document template which would enable you to set out a price proposal for the services we are seeking indicating the scope of services and the associated financial proposal.
- d) Please set out concisely your track record of providing each service, including what local authorities you have provided services for, the contract dates, contract values and briefly the

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scope of services provided. Please limit your response to no more than two sides of A4 for each service.

For details of the PIN notice please visit <https://blambeth.eu-supply.com> and click “current tender opportunities”. If you believe you can assist the council in delivering these services and have a proven track-record we would be keen to hear from you.

Once we have assessed responses we may invite respondents to engage in exploratory discussions.

The closing date for expressions of interest is 12pm on Monday 6 August 2018. Please ensure that you use EU Supply’s messaging service for any queries and to submit your expression of interest.

**Please note that this is an invitation for expressions of interest only and not a call for competition.**