



Working with the Private Sector

Turning Point



- **Founded 1964**
- **Leading Health and Social Care Social Enterprise**
- **Expertise in Meeting Complex Needs**
- **£80 million contracted income**
- **2100 staff**
- **200,000 service users**
- **Range of Partnerships**



Private Sector - Why Would You



- **Better Outcomes for Service Users**
- **Recession**
- **Collaboration not Competition**
- **Pooling Core Strengths**
- **Substantial expansion**
- **Possibility of Innovative Developments**
- **Good Business- Contribution to Reserves**
- **Creative Interchange**

**TURNING
POINT**
turning lives around



Pit Falls



- Are they Service user ‘outcomes focussed’
- Are there shared values
- Is it equal or tokenistic
- Are you the “Acceptable Face”
- Brand Impact
- What does it mean for delivery
- Is it good business



The Alliance

Turning Point, Catch 22, Serco



More Choice

- Broader range of person centred services
 - Delivering Improved Outcomes
 - Innovation through more use of “what works” and best practice
- Commercial and contractual rigour – assured delivery**

Current Projects: Path2Work & Wessex Restorative Justice PFI prisons

Future Projects:

Offender Health Care

Unpaid work schemes

**Partnering a Probation department to re-configure service provision,
Through the Gate projects**

How Do You Do IT



- **Clear Legal Basis-**
- **none, sub/prime, partnership, joint venture: The Alliance was formally agreed in May 2006 when a Memorandum of Understanding was signed.**
- **Due Diligence**
- **This followed a year of discussion, assessment and consideration**
- **Formal Review**
- **MOU signed yearly**
- **What has it delivered**

