

Register now for new **contract opportunities!**

225 social enterprises registered

450 tenders posted

www.readyforbusiness.org



Ready for Business

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The Ready for Business project is a public social partnership (psp) pilot which aims to support social enterprises to increase their trading with commercial businesses through the delivery of goods and services. The project is being delivered by CEiS, Sencot and Social Firms Scotland and is funded by the Scottish Government.

OPPORTUNITIES THROUGH COMMUNITY BENEFITS

Recently many public contracts have been adopting community benefit clauses which encourage the involvement of social enterprises. It is now recognised that the sector is well able to produce a range of social and environmental benefits as well as delivering commercial contracts to a high standard and at competitive rates. As a result, more and more partnerships are being established.

Significant community benefit related opportunities for social enterprises are starting to emerge, for example, Brookfield (New South Glasgow Hospital) and Sir Robert McAlpine (Commonwealth Games Velodrome and Indoor Sports Arena).

The initial sectors of interest are **recycling, transport, catering, heating and insulation, landscaping and grounds maintenance and all construction related activities**. Social Enterprises that

are interested in these and other opportunities, can register at www.readyforbusiness.org and will receive regular updates on tender opportunities.

The register will also be used by commercial organisations who are looking for partners and/or subcontractors. In addition, the project can assist individual social enterprises and consortia to prepare for tendering and contract delivery through a range of training, capacity building and business support initiatives.

If your organisation is interested in any of these opportunities please ensure that you are registered on Ready for Business. For more details and information on the support available to social enterprises please contact one of the partner organisations; colin@senscot.net, pauline.graham@socialfirms.org.uk, roddy.stewart@ceis.org.uk

Are you Ready for Business?

UNITY ENTERPRISE BUTTERS UP

Social Enterprise wins contract to feed Velodrome construction staff.

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Construction work has begun on the National Indoor Sports Arena

(NISA) and Sir Chris Hoy Velodrome, a venue which will host the badminton and cycling events at the 2014 Glasgow Commonwealth Games. Ensuring all its construction staff are

fed is now the responsibility of Unity Enterprise who expect to have a turnover of £200,000 a year for the next two years, as a result of this new venture.

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Developing Consortia is a guide to the legal issues involved in establishing consortia. The guide has been developed for social enterprises and other third sector organisations in Scotland.

[Download guide here](#)

TOO SMALL TO DELIVER LARGE SCALE? WHAT ABOUT A CONSORTIUM?

In addition to the on line register of social enterprises, the ReadyforBusiness partners are working to promote greater use of community benefit clauses in public sector contracts and increasingly, public bodies are adopting these clauses. This should level the playing field for social enterprises in the supply chain. New contract notices are posted regularly on www.readyforbusiness.org.

To date, 350 contract opportunities selected from the Public Contracts Scotland portal have been posted. Each week (normally Monday) all registered social enterprises will receive updates on tender opportunities, keeping you well informed of the available opportunities.

Organisations who have provided all the information required, and who have a history of delivering contracts already, will be highlighted to commercial organisations looking for partners and / or subcontractors. Otherwise they will have the opportunity to consider consortia with other social enterprises to deliver large multi-ranging contracts as they arise.

ReadyforBusiness can provide direct support which may help your organisation develop, build capacity and

improve its chances of working with private sector organisations. The main programme offers practical support for social enterprises seeking to work collaboratively to obtain contracts.

In addition, other support programmes such as Aspire to Enterprise and Investing in Enterprise which, subject to eligibility criteria, can provide you organisation with consultancy support covering business planning, financial planning and forecasting and market research.

Other support initiatives external to Ready for Business that you may well be interested in are delivered by other social enterprise support agencies including First Port, DTAs, Social Enterprise Academy and CRNS and we will keep you informed of these via the



UNITY ENTERPRISE BUTTERS UP

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“This kind of activity only goes to demonstrate the real opportunities that are out there for social enterprises. Thanks to the Community Benefit Clauses written into the Commonwealth Games contracts we were made aware of

the opportunity and, were able to prove our ability to provide and respond to such a large tender” said Margaret McCarthy, Head of Operations, Unity Enterprises.

The social enterprise, which works in

housing, services for carers and training and work experience for people with learning difficulties to date has worked with 112,000 people in its 20 years of operations, with this new partnership giving further opportunities for marginalised individuals.



WHAT'S OUT THERE FOR ME?

New South Glasgow Hospital

Brookfield Construction (UK) Limited has been awarded the £670m contract to deliver the New South Glasgow Hospitals Project - the largest design and construction project in Scotland.

With the award of the hospital contract, Brookfield have committed to maximise the use of local resources and organisations within Glasgow to deliver this prestigious project. In doing so the company has three core objectives: targeted recruitment and training, development of Small and Medium Enterprises (SME) and the engagement of Social Enterprises (SE).

The publicly funded development, scheduled for completion in 2015, will give Glasgow one of the most advanced hospitals in the UK and will be the largest critical care complex in Scotland.

The facility also includes a transport hub, picking up the new fast link ser-

vice together with open public realm spaces, including gardens and parks. Approximately 110,000 patients are expected to come through the hospital's doors every year.

To achieve its core objectives, Brookfield has engaged the services of Glasgow South West Regeneration Agency, who will be maximising the training and employment opportunities for the local community; Glasgow City Council (GCC) who will be maximising the Business opportunities for Small and Medium Enterprises, and finally Community Enterprise in Scotland (CEiS) who will be maximising the development of Social Enterprises.

During the course of the construction project, Brookfield and its major sub contractors, will be procuring a variety of services including building trades and support services. Social Enterprises registering with ready for business will greatly improve their chances of participating in these opportunities.

If your organisation is interested in any of these opportunities please ensure that you are registered on Ready for Business. For more details and information on the support available to social enterprises please contact

Roddy Stewart at CEiS
rodny.stewart@ceis.org.uk



What about beyond the central belt?

Whilst many of the tenders may be focused on the Central belt, there are many opportunities for the Highlands and Borders of Scotland.

For example, the Energy Assistance Package which is a holistic programme to help maximise incomes, reduce fuel bills and improve the energy efficiency of homes, gives opportunities to train-up a small group of individuals to fit insulation across Scotland.

Support for Social Enterprise through
Aspire to Enterprise – Commonwealth Games

CEiS led programme which includes:

- *121 Consultancy support*
- *Support for consortia*
- *Workshops*

For more information go to

www.aspiretoenterprise.org.uk/comgames.asp

SUSTAINABLE LASTING LEGACY & COMMUNITY BENEFIT CLAUSES

The Scottish Government, Glasgow City Council and Commonwealth Games Scotland all have ambitious plans to generate a lasting social, economic and sporting legacy from the Games.

Historically host cities have seldom managed to achieve these kind of legacy benefits, but the planning and preparation for Glasgow's bid goes back to 2002, and much consideration has been given to this aspect.

Indeed the belief that the Games could be a

catalyst for such change was one of the major reasons why Glasgow put in a bid in the first place.

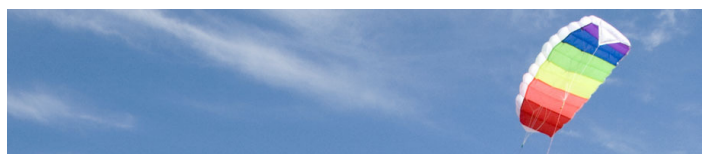
Part of this legacy, focuses on people not buildings, and provides is a commitment to regeneration in the East End of Glasgow; Improved Transport Links; and increased opportunities in training and employment.

Some of this will be achieved through the use of Community Benefit Poli-

cies tied to venues and infrastructure. It is these CBC's that saw Unity gain their contract, and gives opportunities to other social enterprise to respond to tenders.

The Scottish Government's Legacy Framework can be found [here](#)

Glasgow City Council's Legacy Framework can be found [here](#)



FINAL THOUGHTS

Getting the most from the Commonwealth games: – register now, you have nothing to lose, and potential contracts to win! <http://www2.glasgow2014.com/businessportal>

In hosting the Commonwealth Games in 2014, Glasgow is challenged to maximise the economic, social and environmental impacts associated with the event for the benefit of the city and Scotland as a whole.

In order to promote the role that social enterprise can play in maximising that legacy for communities in Glasgow, Scotland and throughout the UK, The Scottish Government has afforded an extension of the aspire to enterprise programme for 2010/11 to assist social enterprises who have the potential to take advantage of Commonwealth Games procurement opportunities.

Aspire to enterprise's Commonwealth Games programme has been designed to offer a combination of practical sup-

port to individual social enterprises alongside specific assistance for groups of social enterprises to build partnerships to increase capacity and improve tendering opportunities.

Applications for support can be made via the website

www.aspiretoenterprise.org.uk or by calling the Aspire Team on 0141 425 2939 or by email to

info@aspiretoenterprise.org.uk

Coming soon >>>

In the next issue

- How to respond to contracts
- Working as a consortia member
- More on CBC's