

**‘partnership is the suppression of mutual loathing in the pursuit of public funding’**

**“Two or more organisations working towards joint objectives.”**

**“Two or more organisations acting together by contributing their diverse resources in the furtherance of a common vision that has clearly defined goals and objectives.”**

# Introduction



Leading learning and skills

**The project was a joint SEEDA  
LSC funded project**

**Funding was about to cease  
after three years of pump  
priming**

# Strategic Direction



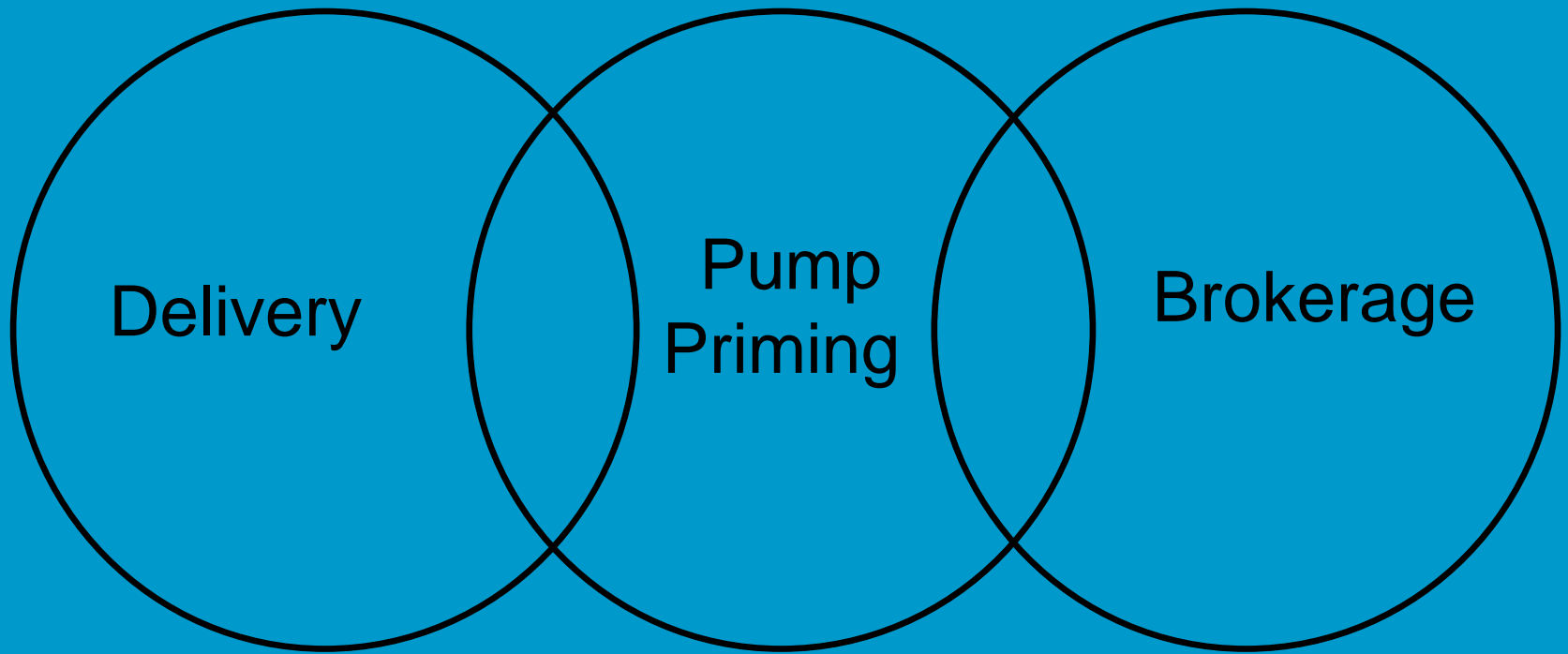
Leading learning and skills

**21<sup>st</sup> Century Skills White paper**

**Brokerage Service**

**Train to Gain rollout  
announced**

**3 years is a long time in the FE  
sector**



# Aims of Working Group



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**Work with all partners to achieve:**

- Sustainability of Skills for Life in the Workplace through Business Link**
- The provision of SfL meets the expectations set by employers and employees**
- Ensure a formal communication mechanism was in place between Business Link and providers**

# Parameters of Working Group



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**The pump priming funding was ceasing at the end of the month**

**There was already a commitment from all partners to work together**

**There was a commitment from Business Link to broker Skills for Life**

# Key concerns



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**Business Link to handle all leads**

**Need to retain a strong delivery Network**

**Link to Action for Business**



# Action Planning



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**Drivers and restraints became part of an action plan approach**

**The action plan was over a set time frame**

**The action plan gave each partner set responsibilities**

**Ongoing concerns were highlighted in the action plan**

# Action Planning



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**Identify possible problems and address them in advance**

**Create an environment where there was discussion rather than blame.**

# Results

**Direct relationship between  
Business Link and providers**

**Trust being built on both sides  
(slowly)**

**Understanding of each others  
objectives**

**Understanding of benefits of  
working together**

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