

Our clients include:

REGIONAL, NATIONAL & INTERNATIONAL

Advantage West Midlands, SEEDA &
SWERDA

Business in the Community

Charities Aid Foundation

COVER

Department for Education & Skills (DfES)

Employers Organisation for Local Gov't

General Electric

Government Offices for the Regions

Learning & Skills Council

Learning & Skills Development Agency

Planning Exchange

Small Business Service

TUC

LOCAL ORGANISATIONS & PARTNERSHIPS

Haringey, Kensington & Chelsea, Kent,
Portsmouth, Redbridge, Somerset, Thanet
Councils

Barnsley Development Agency

Business Link Wessex

Coventry & Warwickshire Chamber

Eastleigh College

IBP Ltd

Kent Architecture Centre

Mid Kent College

Redbridge Safer Communities Partnership

Surrey Bridges

Surrey Economic Partnership

Swindon Development Partnership

Wigan Borough Partnership

Wiltshire & Swindon Economic Partnership



from the Smarter Partnerships website,
www.lgpartnerships.com

On the Internet:

- 'Smarter Partnerships': interactive tools and case studies to help users address partnership development and skills needs (www.lgpartnerships.com)
- 'Essentials of Business Partnering': guide to partnerships in the private sector (www.makesfive.com/business_partnering)
- 'Five Vital Lessons: Successful Partnerships with Business' guide for public agencies (for DfES) (<http://fivevital.educe.co.uk>)
- 'Mutual Advantage: Working with Voluntary and Community Organisations on Learning and Skills' (for DfES—see www.dfes.gov.uk/led/)



EDuce ltd

St John's Innovation Centre, Cowley Road, Cambridge CB4 0WS

Phone: 01223 421685 Fax: 01223 420844

educe@educe.co.uk

Makesfive ltd

18 St Augustines Road, Canterbury CT1 1XR

Phone: 01227 762727 Fax: 01227 769804

contact@makesfive.com

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&

Makesfive



maximising performance

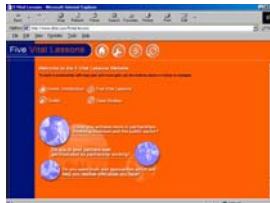
Partnerships That Work

www.educe.co.uk
www.makesfive.com

Making a difference

Partnerships, joined-up working, collaborations, networking... Ever more important, but difficult to do well.

Makesfive & EDuce offer a **comprehensive partnership development service** to help you make the most of collaborative working, tailored to specific needs.



'Five Vital Lessons' website: successful partnerships with business

Our clients like our **commitment to quality** and our **ability to adapt** to changing demands. We very much see our projects as depending on **team work** with our clients.

We combine thorough professional **knowledge** in economic development, regeneration and skills with **expertise** in learning and organisational development.

We often act as **bridge** or **broker**, helping people overcome inevitable tensions and differences involved in partnership working.

We always, we keep our **eyes on intended outcomes**: it's one thing to devise a good strategy or improve partnership processes, and another to ensure results.

Project work

At any time, our range of work is likely to include:

- helping to **form** or **renew partnerships**
- getting to the bottom of partnership problems and helping clients **manage change**
- **business planning** & bidding support for joint projects
- **facilitating** partnership events
- developing and delivering **training & capacity building**
- supporting **sector networks** and **cluster development**
- interviews, focus groups & desk **research**
- **evaluations** & project appraisals
- researching & developing good practice and content for **websites** and **learning materials**

Some project examples

- helping businesses develop networks & form alliances
- assessing options for the structure of an education/business partnership
- carrying out a training needs analysis for a regeneration partnership



Helping clients steer the course that's right for them...

tion partnership

- setting up partnership agreements between RDAs and sub-regional partnerships
- building skills & knowledge amongst businesses, voluntary organisations and trade unions to engage more effectively in partnerships
- advising on partnership-based City Growth Strategies to capitalise on economic potential in inner cities
- facilitating closer joint working between learning providers
- developing projects for private and public sector partners, with EU funding



Making sure that 2+2 does make 5...

Tailored services

- Partnership Review & Action Planning (short, sharp stocktaking)
- Partnership Board/ Team Awaydays
- Partnership Skills Training (one & two day courses)
- Capacity building programmes linked to strategy development & implementation

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