
Clients

- Cheltenham Borough Council/ Gloucester City Council/ Rother District Council (and others)
- Creating Excellence (SW Regional Centre of Excellence)
- Department for Communities and Local Government
- Gloucestershire County Council
- Gloucestershire Infrastructure Group (voluntary sector)
- Improvement and Development Agency for local government
- Improvement & Efficiency South East (Progress through Partnership – range of partnerships supported)
- Inquiry into the Future for Lifelong Learning
- Learning and Skills Council
- Learning and Skills Network
- National Empowerment Partnership
- Regional Development Agencies (AWM/ LDA/ SEEDA/ SWRDA)
- South East Regional Assembly

...helping them by, e.g.

- enabling partnerships (for education & training; Local Strategic Partnerships; local economic partnerships) to develop visions, strategies & action plans; review & improve performance; work better together
- helping project managers through workshops and one-to-one support in LSC and RDA funded projects
- running workshops to improve partnership skills: for staff supporting sustainable communities; also for LSC staff
- evaluating national pilot programmes (e.g. for improving practitioner skills; for improving the use of evidence)
- co-ordinating & facilitating a national on-line Community of Practice for the IDEa
- researching & writing content for IDEa web pages
- identifying and reviewing “what works” for data sharing in neighbourhood renewal
- facilitating chief officer strategic planning
- researching case studies on performance management, and on collaboration between voluntary organisations and local government

Specific services

- Partnership review, analysis and action facilitation
- Visioning/ strategic workshops for Boards, teams and partnerships
- Capacity building and learning programmes in support of strategic plans
- Our own programmes:
 - *Building Skills for Successful Partnerships*
 - *Partnership proofing - smoothing the pathway to success*
 - *Four Quadrant intense therapy*

Our website at www.makesfive.com contains tools, resources and information

Makesfive
maximising performance

Home • Maximising Performance • Partnership: The Issues • Working with Makesfive • Visitors' Resource Centre • Alliances • Contactus

• About Makesfive • Essentials of Business Partnering

Maximising Performance: What Do we Mean?

It's about realising potential... and more
If you're looking for ways to raise and maintain the performance of partnerships or develop and implement strategic solutions that deliver, then Makesfive can help.

Our expertise lies in:

1. working with partnerships to enable them develop and maximise their power, potential and performance
2. helping organisations to form, assess and develop strategic solutions
3. undertaking research, analysis and evaluation
4. helping build personal and organisational capacity through training, learning and skills

There aren't any universal remedies – no textbook quick fixes - and we don't lift solutions off the shelf. We'll work with you, individually, to produce:

- a clear analysis of the critical issues
- targeted, specific solutions
- action-focused delivery plans that match your needs and make a difference

Makesfive works with:

- public sector organisations
- voluntary and community organisations
- private sector companies
- partnerships between and amongst all

And through alliances with other experts in the field Makesfive offers breadth, depth and flexibility to help bring about results



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2009



Helping clients to achieve....

- Real, tangible results from partnerships that work
- Clarity and focus from plans and strategies and about how to make things *happen*
- Results to time and budget
- Improved understanding and learning from both experience and training
- Resolution to problems and difficulties faced

through...

- Working alongside you, acting as **3rd party catalyst**, broker or critical friend
- **Increasing partners' understanding** of what makes and breaks partnerships
- Helping you to **clarify your own thinking**
- Using **planning and analytical tools** that clarify the focus required to plan actions and develop solutions
- Undertaking **research & evaluation** to identify key performance issues
- Helping with **training and capacity development**
- Providing one-to-one **individualised project support**

Our core principles

- Helping clients to gain maximum benefit
- Working with our clients as partners
- Listening and responding directly to actual need
- Treating each client and their needs individually
- Enabling clients to find - and own - their own solutions



...and our values

- Develop and maintain **relationships** as paramount
- Work to highest quality **standards**
- Respect for **good practice**
- Partnership approach to running the company
- **Courage** in considering potential opportunities
- Highest levels of **professionalism, leadership, business and people management**

Consultant profile

Solihin Garrard has run *Makesfive Ltd* for 14 years, working at national, regional, sub-regional and local levels. Makesfive supports collaborative working, strategic facilitation, research & evaluation, capacity building and project management. His client group includes public, private and voluntary organisations.

Solihin has made **keynote speeches** to senior policy makers; helped develop **effective collaborative working** within many Local Strategic Partnerships; undertaken **national evaluation projects**. He has run innovative **workshops to develop partnership skills**; developed **national web pages** for the IDeA and facilitated a national **online Community of Practice**. Following a review of **data sharing** practice, Solihin was part of the team evaluating the *Supporting Evidence for Local Delivery pilots* for the DCLG. He has run **workshops on data sharing & data protection** and supported individuals on a **one-to-one basis in managing their projects**. He has also **published research** (e.g. on performance management), written **journal articles** and in 2008 wrote a guide *"How your Council Works"* for the National Empowerment Partnership. He also **contributed to the debate** led by Demos that resulted in the production of the publication *"The Collaborative State"*.

In 2009 Solihin jointly supported a **regional select committee** on *SEEDA and sub-regional working*, and investigated the *scale of investment in adult learning within the third sector (TS)* as part of the **Inquiry into the Future for Lifelong Learning (IFLL)**.

Solihin lives in Canterbury and has five children.

