

Project – YHMC Consortia Development

Pulse Regeneration was appointed by Yorkshire and Humber Mind Consortium (YHMC) to a Business Development Management support role with the overall purpose of developing and expanding the profile and income opportunities for YHMC. YHMC is made up of 11 Local Mind Associations (LMA's) and recognised the need to compete for and win large regional contracts as a way of generating income as well as providing greater access to mental health services across the region.



Key Actions

The approach has involved getting the consortium tender ready through developing a Tender Readiness Questionnaire, assessing the tender readiness of each LMA, scoping LMA service delivery and facilitating a tender readiness workshop, which supported the development of a YHMC Development Plan. Following this a business development workshop was held to discuss methods of generating income and agreeing activities that YHMC could focus on. An Income Diversification Plan was produced that identified potential income opportunities such as public sector contracts, donors and social enterprise development. A plan for raising the profile of YHMC is now underway including identifying key stakeholders and delivery partners as well as production of promotional materials. A Forward Plan will also be developed, which will include identifying resources to sustain the Business Development Manager role to drive YHMC forward.

Achievements

- Assisting YHMC and the 11 LMAs in making a 'step change' in its development towards future sustainability
- Developed the tender readiness of all 11 LMAs
- Identified a number of income generating opportunities to assist the consortium achieve financial sustainability
- Producing a number of plans to guide the future development of the consortium
- Raising the profile of the consortium amongst key stakeholders including high level public sector commissioners
- Progressing a number of sub regional public sector contract opportunities

For further details about how Pulse Regeneration can help, please contact us.

Pulse Regeneration Limited, The Corn Exchange, Fenwick Street, Liverpool L2 7RB

t 0151 475 7000 f 0151 475 3000 e info@pulseregeneration.co.uk w www.pulseregeneration.co.uk