

Commissioning Specification

Business Acceleration Programme

1. Introduction and context

Oldham and Rochdale have similar rates of business failure to the national level. However, local research undertaken for the Local Enterprise Growth Initiative (LEGI) identified that there is a significant lack of business growth in the area, with businesses simply trading to survive. The Business Acceleration Programme will allow existing businesses to access capacity building opportunities and development seminars they would not otherwise be able to access. This project will fund or subsidise this support to promote increased innovation, turnover and growth in local businesses.

2. Aims

'By 2017 Oldham and Rochdale will be thriving – playing a new and dynamic role in the economic growth of a world-class Manchester City Region'.

Oldham and Rochdale Economic Partnerships are committed to supporting the growth of existing businesses, recognising that existing businesses will be the primary drivers of employment and economic growth over the coming years. We have secured funding to deliver a business acceleration programme. The project is to support the growth, development and increased productivity and competitiveness of businesses across Oldham and Rochdale.

We would therefore welcome innovative proposals from organisations with experience in delivering programmes focused on improving the innovation, productivity potential and growth of existing businesses.

3. Proposal Detail

Accordingly, **Expressions of Interest** are invited for delivery of the following:

Business Acceleration Programme comprising the following elements:

- A. Engagement
- B. Marketing
- C. Business development
- D. Evaluation

Applicants are asked to explain how they would design and deliver the project and how the project will contribute to stimulating an innovative culture of business development and growth.

All elements of the project will run between the date of appointment and 30th June 2008

Partnership working	The successful delivery agent will be expected to cooperate and collaborate with other delivery agents undertaking activity commissioned on behalf of both Economic Partnerships.
Duration of programme	Commissioned activity will run between date of appointment and 30 th June 2008.
Funding available	Up to £90,000 (Value for money will be taken into account during the assessment of Expressions of Interest received). Applicants are asked to provide an itemised quotation for the costs of implementing their proposed programme of support.
Confidentiality	Delivery agents will be required to maintain commercial confidentiality at all times, aside from information mandated under Service Level Agreement (SLA) to provide relevant evidence of works carried out and outputs.

4. Outputs and Outcomes

Outputs	
SMEs assisted	90
SMEs assisted in priority sectors #	45
SMEs introducing new products/processes	10
Results *	
New jobs created	20
Jobs Safeguarded	40
Increased sales	£2m

see NWDA Regional Economic Strategy 2006 for priority sectors

* can obtain beyond programme period

Promotion of support to local enterprises is very important to both boroughs Economic Partnerships in terms of:

- Increasing the business base across both boroughs
- Supporting existing businesses across both boroughs to grow and create new employment opportunities

In supporting these objectives Oldham and Rochdale Economic Partnerships are now commissioning a number of activities and specific works needed to meet the relevant Local Area Agreement (LAA) objectives and to contribute to the delivery of both boroughs Economic Development Strategies. This particular commissioned activity forms part of the programme.

5. Tenders

Expressions of interest should be submitted and addressed as below to arrive no later than: Monday 2nd July 2007. Please ensure that alongside hard copies an email version is sent.

Private and Confidential
(Ref: Business Acceleration Programme)
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