

Commissioning Specification

Enterprise Rehearsal

1. Introduction and context

Oldham and Rochdale have some of the lowest business start-up rates in Greater Manchester (GM). In addition to this, both boroughs suffer from high levels of worklessness and deprivation, with many of our most disadvantaged communities facing multiple barriers to moving back into employment or self-employment, including low skills, lack of self-belief, lack of confidence.

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, through their Economic Development Strategies, are committed to stimulating a culture of enterprise within the local population. For many individuals, particularly within our most disadvantaged neighbourhoods, pre pre-start support can offer the chance to learn essential employability and business skills in a non-threatening and non-committal environment.

Oldham and Rochdale Economic Partnership's have now secured funding to deliver pre pre-start support to local individuals in order to help stimulate a culture of enterprise through developing essential business planning skills and helping people to think about becoming self-employed. We are looking to commission 8 Enterprise Rehearsal projects in total and would welcome innovative proposals from Enterprise Coaches/Mentors for one or multiple projects.

3. Proposal Detail

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

Enterprise Rehearsal Project comprising the following elements:

- A. To identify a group(s) or set of individuals who are willing and able to commit to engage in Enterprise Rehearsal
- B. To enable the group to form a business-style working relationship through individual and group activities
- C. To enable the group to select a suitable product option
- D. To enable the group to prepare a business plan, which will culminate in an event to sell their product
- E. To enable the group to undertake, through collaboration and joint working with the relevant business/product specialists: product development, physical infrastructure, market research, marketing, finance, organisational infrastructure
- F. To enable the group to identify the way forward for themselves or the group/business following the end of the project
- G. To provide a final report including an evaluation of lessons learned and recommendations

Applicants are asked to explain how they would design and deliver their project(s) and how the project will contribute to stimulating an innovative culture of enterprise and business development.

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
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	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 £14,000 per project x 8 projects = £112,000 (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 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	
Number of people successfully engaged	50
New companies assisted	10
Results *	
New products/processes developed	8
New jobs created	30
Increased sales	£1m

* can obtain beyond programme period

NB. The outputs detailed above are for all 8 Enterprise Rehearsal projects. Applicants are asked to detail the contribution their projects(s) will make to achieving the above outputs.

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

- Increasing the business base across both boroughs
- Supporting local people back into employment or self-employment

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.

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(Ref: Enterprise Rehearsal Project)
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