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LEARNING AND LEGACY THE ROLE OF EDUCATION IN CREATING HEALTHIER, HAPPIER CITIES
EAUC 20th Annual Conference 25th - 26th May 2016

Successful partnerships with Universities and Colleges

Fabia Jeddere-Fisher, Energy Manager

Jim Longhurst, Assistant Vice-Chancellor: Environment &
Sustainability

Jamie Darwen, Head Of Student Experience & Enrichment
University of the West of England

Thursday 26th May 1:40pm – 2:20pm

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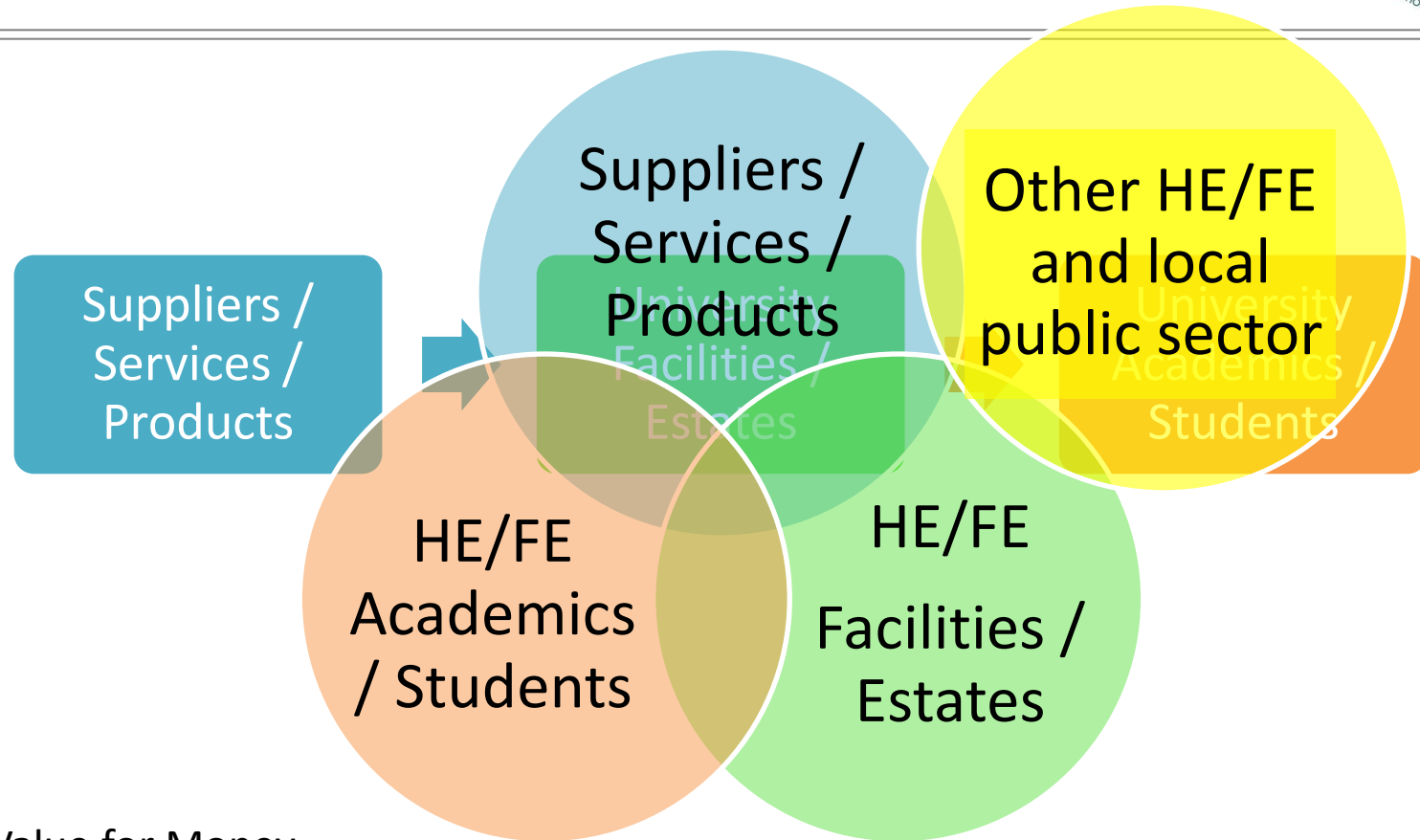
Agenda



- Introduction: HE/FE Drivers
- The stages of the partnership:
 - Initial introductions
 - Scoping the work
 - Bidding for work
 - Project Kick-off
 - Project Management
 - Project Completion
 - Repeat business
- Brainstorm session:
 - What could HE/FE do better to get the best out of YOU/YOUR BUSINESS?
 - What are the barriers to meeting the HE/FE client's expectations?
 - What innovation can you bring to the HE/FE projects?
- Summary: The Dream Team

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Introduction: HE/FE Drivers



- Value for Money
- Ongoing costs / maintenance
- Quality
- Student Experience – Tools for Learning
- Reporting and accountability

What makes HE/FE sector different?

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Introduction: Added Value



Recruiting Talent: opportunities for businesses to work with our students through

- internships,
- placements,
- volunteering,
- consultancy projects, etc

The screenshot shows the UWE Bristol website page for 'Recruiting talent'. The header includes the UWE Bristol logo and navigation links for 'Students' and 'Study'. The breadcrumb trail is 'Home / Business / Recruiting talent'. The main heading is 'Recruiting talent'. A sidebar on the left lists categories: Graduate recruitment, Employing interns, Placement students, International talent, Student consultancy projects, and Careers fairs and events. The main content area features a photo of a diverse group of people working together around a laptop. Below the photo is the text 'Providing talent for your business is our business'. To the right of the photo is a 'Related links' section with links to 'UWE Bristol Careers Service', 'Supporting UWE Bristol', 'Student mentoring', 'Glossary of terms', and 'Employability in numbers'. Below this are buttons for 'Advertise a vacancy' and 'Other business services'. At the bottom right, there is a 'Did you know?' section with a link to 'UWE Bristol's Careers Service has won the prestigious...'.

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Stage 1: Initial introductions



- Research: Carbon Management Plan, Policies, Campus', Financial Annual Reports for annual spend, HEFCE / HESA data for annual emissions.
- Right Contact: Estates (Energy, Projects, Maintenance), Senior Level (Head of departments, Directors, deputy VC)
- Be clear: Average 2-3 sales calls a day....
- Timing is everything: Academic Financial Year Aug-July, Projects when students away, Budget setting Jan/Feb
- Listen and respond
- Show innovation and flexibility



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Stage 2: Scoping the work



- Understanding Public Procurement requirements:
 - Direct Appointments less than £xxK?
 - Single Action Waivers
 - Three Quotes
 - Full OJEU Tender (Services or Works?)
- Understanding the decision making process:
 - Funding Sources and Business Cases (assumptions?)
 - Criteria for approvals (Simple Payback, Carbon Savings, Whole Life Costing)



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Stage 3: Bidding for work



- Get the basics right: Name of university, Name of project, Date and programme, Contact Names,
- Demonstrate an understanding of the client: Corporate vision and aims, Targets, student courses that may be relevant
- Tender Evaluation process:
 - HE/FE often constrained resource to review responses. So make your offer clear and well set out.
- HE/FE are owner occupiers so keen to see demonstrable / operational examples:
 - Live Demonstrations / References / Site Visits



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Stage 4: Project Kick-off



- HE/FE typically multiple stakeholders: Estates, Maintenance Contractors, Finance, Academics/Students.
- HE/FE typically resource constrained and require good evidencing of decision making:
 - Come prepared (Agenda, Scope, Fee, Draft Programme etc)
 - Support with clear action list and meeting minutes
 - Programme the work
 - Financial: raise any issues or queries early
- Consider Marketing / Comms opportunities at outset
 - Pre-project photos or stats/data?



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Stage 5: Project Management



- Stakeholder engagement and communications:
 - Project progress / Timescales,
 - Evidence decisions made
 - Cost management
- HE/FE take H&S seriously.
 - Risk assessments
 - Method Statements



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Stage 6: Project Completion



- Final reports
 - good quality, timely, pre-issued for comments,
 - appropriate for the intended reader
- Final meetings / presentation
 - Consider all stakeholders
- Final site visits or commissioning
 - HE/FE owner-occupiers good handover necessary.
- HE/FE accounts procedures:
 - Ensure invoicing timely and well set out (PO number, description of work)



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Stage 7: Repeat business



- HE/FE owner occupiers with tight budgets, accountable to students and public.
 - 1st year warranty / defects
 - Post-project evaluation
 - Marketing / Case study opportunities
- Ongoing relationship with Estates, Maintenance Contractor, Academics / Students
- HE/FE sector knowledge sharing
 - Lectures, Talks/Seminars, Events
 - EAUC !!



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Brainstorm session:



What does a successful partnership look like to YOU/YOUR BUSINESS?

What are the barriers to a successful partnership with HE/FE?

What innovation can you bring to the HE/FE projects?

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Summary: The Dream Team



- Clear – Collaborative approach
- Professional quality tender submissions and quotes
- Enhancing the student experience
- Post-project support
- Knowledge sharing

