

VIBRANT NATION

The Power of the Collective to Deliver Shared Savings



Tough Times

- 2008 recession still sending tremors through the economy
- Austerity here to stay
- Reduction in government spending – “public sector funding junkies”
- Asset transfer pressures – assets or liabilities ?
- Ever increasing competition for grants and donations
- Brexit!
- Increase / Diversify income streams
- Pressure to deliver more efficiencies – find solutions to cutting costs not services

Collaborative Consumption



- “A way to provide a group of individuals with an asset without requiring each person to purchase it on his or her own”.
- “Resource circulation systems, which enable consumers to both "obtain" and "provide", temporarily or permanently, valuable resources or services”



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Why?

**What are the benefits
of shared savings?**



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Shared Services

A customer-focused model that provides back-office support

Shared Services enable:

- Standardisation of processes and systems
- Increased levels of automation
- Reduction or containment of costs
- Enhanced service levels
- Access to new technology
- Optimisation of skills / capabilities

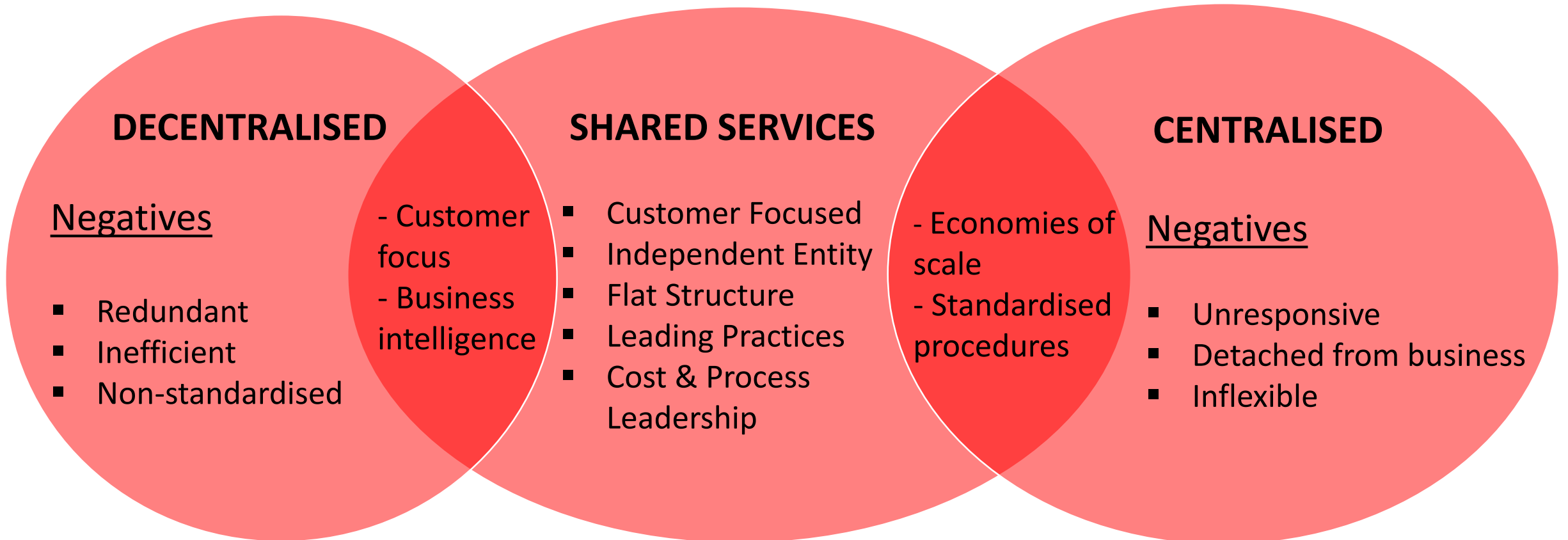


Key attributes of shared services...



- More time to focus on your core purpose
- Improved engagement staff and customers
- Enabled by emerging technologies
- Buy-in via trusted intermediary

Shared Services v. Centralised Services?



How?

**Uniting the third sector
to deliver shared
outcomes**



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The Vibrant Nation story...

- The Welsh Sports Association promoted the virtue of shared services to its members...
- But it was a slow burn...



“Existing relationships with another provider”

“We’ve always done it this way”

“Sharing services might put jobs at risk”

“My organisation is unique, so we have to do it ourselves”

“Haven’t got time to look at it now”

“ I just don’t get it”

The tipping point...

- Many needed the same service, at the same time
- October 2016 – online DBS Service launched
- Mitigate trading risk, service transferred into a trading company – Vibrant Nation
- Vibrant Nation – Social Enterprise
- Operated independently of the WSA
- Trusted Intermediary – DBS
- Expansion of services
- Due diligence on partners
- Speak to a human being who can understand your business
- More than 200 organisations using the service - 80% of them from outside of sport



Who?

A free to access, not-for-profit body working to drive down costs for the whole of the third sector

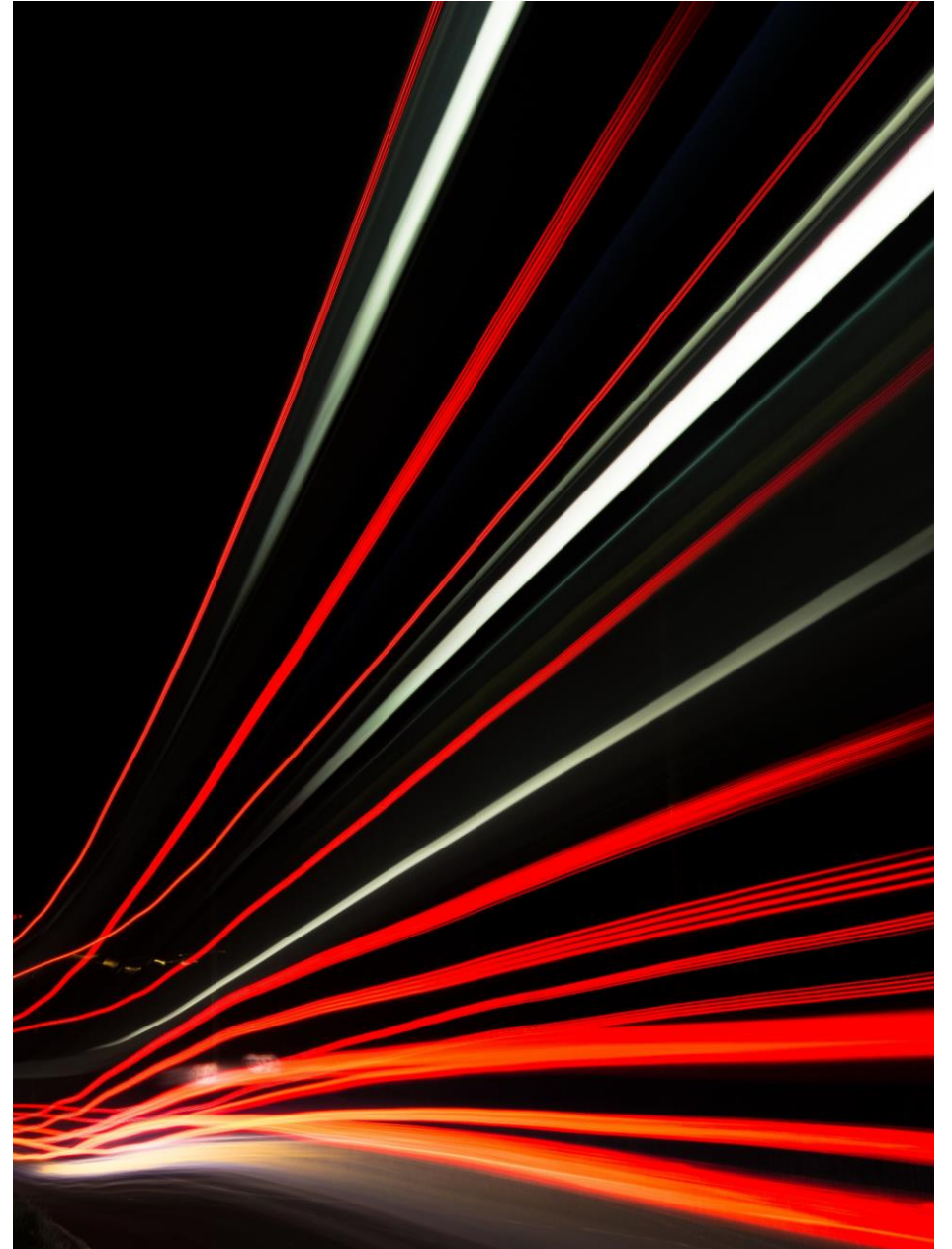


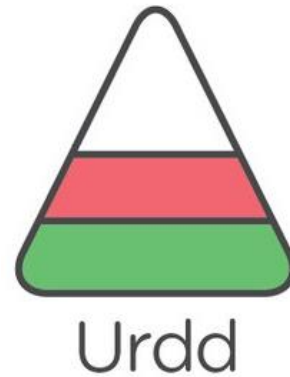
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“Using the power of the collective to drive shared savings”

Our vision is to create a free to access market place, across the UK, for not-for-profit organisations to work together to drive down costs, so that **more of the money generated is invested where it matters most.**

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The wh  le is
greater than
the sum of its parts.

Aristotle

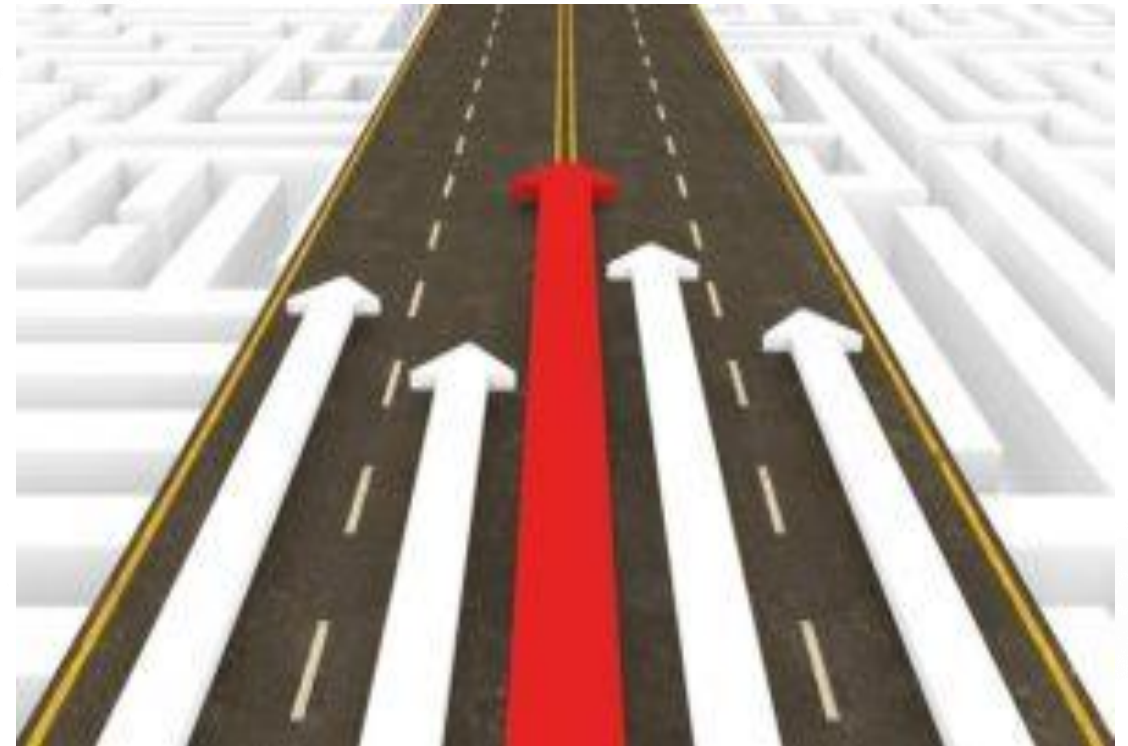
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Service expansion...

- Insurance – Savings up to £37k (single client)
- Website build & digital support
- Events
- Data Management Systems
- Travel Services
- Car Hire / Pool Cars





On the Horizon...

After consultation with Vibrant Nation customers to identify their needs:

- First Aid (equipment / training / events)
- Financial Services (Accounts / payroll / advice)
- HR Services
- IT Consultancy and Service Provision
- Safeguarding Case Management

The power of the collective...

- Austerity is here to stay – it's the new norm
- All having to explore ways of delivering more for less
- Increase income and reduce costs
- Collaborative consumption is commonplace, we need to catch up
- Sharing (not centralising) Services can do more than just create cost savings
 - Improve / Standardise systems
 - Enhance levels of service
- Concept of sharing is a tough gig – needs a change in culture to be a success
- Together (we are) stronger / drive down costs



**The more we can save, the more we will have
to invest where it matters most.**