

# How does an LA make competitive dialogue work?

## A bidder's perspective

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# Our aim

- To transform our secondary schools into innovative learning environments
- Inspire pupils and teachers to improve achievement and transform education
- To raise attainment and make the difference

“Caterpillars aren’t in the business of becoming bigger caterpillars, but becoming butterflies”

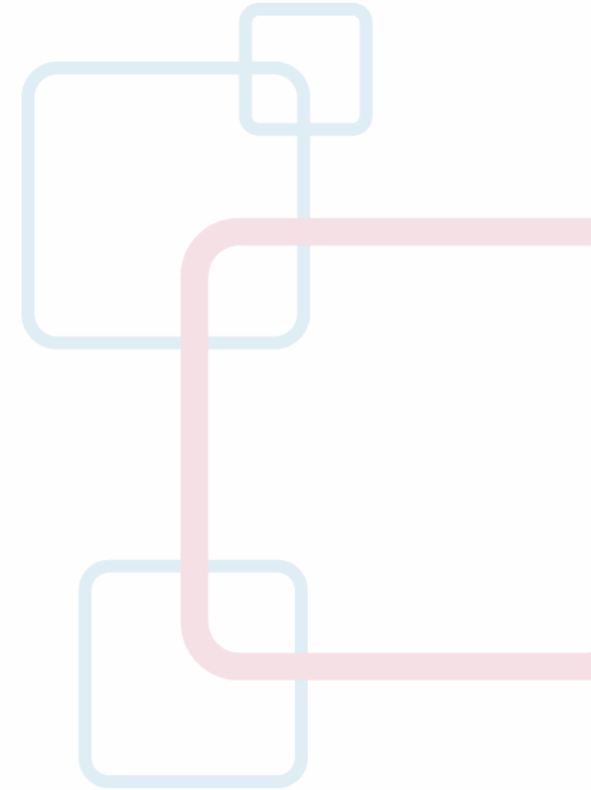
Mike Butler, Principal, Djanogly City Academy



# What's our broader context?



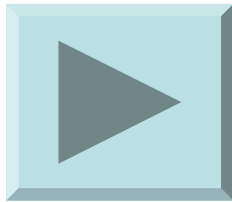
- From an ICT context there's:
  - Personalised learning
  - Joining up schools
    - One school, multiple campuses
    - Federations
    - For Childrens Service to get an overview
  - 14-19 and integrating the curriculum
  - Every Child Matters and Children's Services
    - Being Healthy
    - Staying Safe
    - Enjoy & Achieve
    - Making a Positive Contribution
    - Achieving Economic Wellbeing
  - The Childrens Plan



# So where do we begin?



- The Vision



- Who defines it?
  - Consult with your schools
  - Identify existing pockets of good practice & how to develop these
  - Consult with other (BSF) LAs
- Who champions the vision through the process?



# Who's in the team?



- Stakeholder representatives
- Size matters
- Experts in key areas – technology & commercial
- People with experience of BSF/PFI

# Identify what's special about your authority?



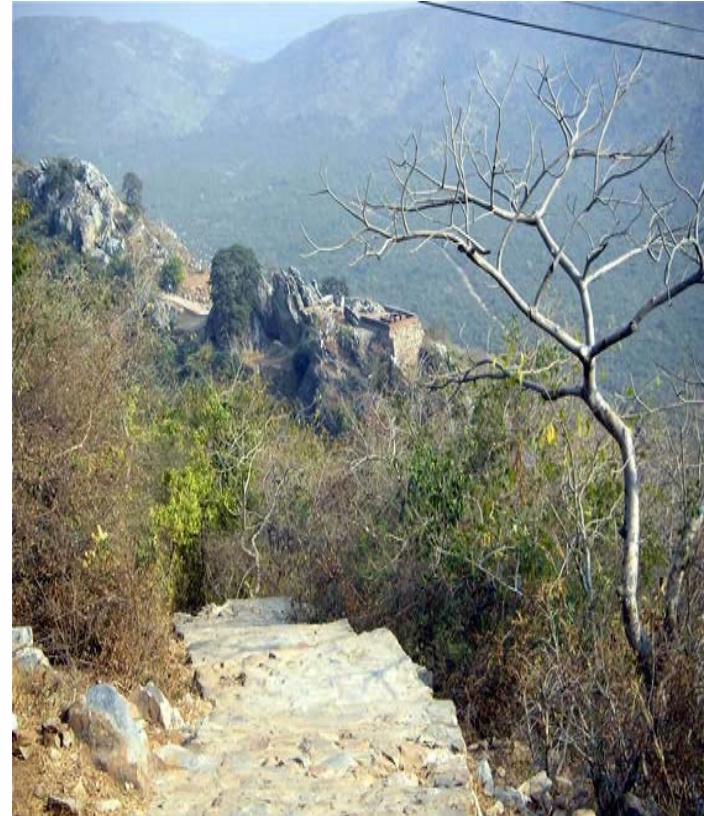
- Culture
- Ethnicity
- Scope & size of programme
- Identify partners to match



# Clearly define the process



- Limit the number of meetings
- Have clear objectives for each meeting
- Work with bidders to clarify what the documentation really means to you
- Be clear about what you want bidders to provide in their bids





Thank You

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*people who innovate*