

**Policy
Review**

2nd Annual Conference

Further Education Mergers and Partnerships

Sharing and outsourcing;
mutually beneficial collaborations

Monday 13th June 2011, Conference Suite,
Eversheds LLP Headquarters, London EC2

Supported by:



In association with:



Speakers include:

Marilyn Hawkins

Principal, **Barnet College**

Glynne Stanfield

Partner, **Eversheds LLP**

Pete Birkett

Principal and Chief Executive,
Barnfield Federation

Martin Sim

Principal, **Salford City College**



Live and on-demand on policyreview.tv

Further education providers are under financial pressure and are exploring mergers and partnerships in response to the fiscal pressure.

FE providers are examining whether larger, more streamlined colleges can provide economies of scale. What legal structures facilitate mergers and partnerships? How can sharing and outsourcing services help colleges run more cost-effectively? And what are the organisational, human and cultural elements of the merger or partnership?

Experience and insight into all these questions will be given at the 2nd annual FE Mergers and Partnerships Conference. For principals, finance directors, facilities and ICT managers, deans and directors facing the challenge of change.

For more information please visit:

www.neilstewartassociates.com/jd247

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**Attend our networking
satellite conference**

Eversheds, Manchester
See Inside for further details



Agenda (subject to change)

09:00 Registration, refreshments and exhibition

Session One:

 Available on policyreview.tv

The benefits of mergers, collaborations and partnerships

- 10:00 Welcome and introduction by conference chair
Steve McCormack, Education Journalist
- 10:10 The legal aspects of mergers and partnerships in the FE sector
Glynne Stanfield, Partner, Eversheds LLP
- 10:30 Drivers and critical success factors when considering mergers and partnerships
Martin Sim, Principal and Chief Executive, Salford City College
- 10:50 New style partnerships, collaborations and federations
Bryn Davies, Principal, Ystrad Mynach College; Chair, NIACE Dysgu Cymru
- 11:10 Questions, comments and discussion
- 11:20 Refreshments, networking and exhibition

Session Two:

 Available on policyreview.tv

Critical factors for mergers and partnerships

- 11:50 HE and FE mergers
Dr Ian Tunbridge OBE, Deputy Vice-Chancellor, Thames Valley University; Executive, Association for Collaborative Provision of HE in FE (ACP)
- 12:10 Efficiency savings and shared services
Pete Birkett, Principal and Chief Executive, Barnfield Federation
- 12:30 Building successful co-operative and mutual businesses
An insight into mutual pathfinders- a case study: Stockport College
Mervyn Wilson, Principal and Chief Executive, The Co-operative College
Lynn Merilion, Principal, Stockport College
- 12:50 Questions, comments and discussion
- 13:00 Buffet lunch, networking and exhibition

Session Three:

 Available on policyreview.tv

Planning, strategy and management

- 14:00 Involvement and communications with staff and students
Marilyn Hawkins, Principal, Barnet College
- 14:20 Panel Discussion: Impact on staff, learners and other stakeholders
Marilyn Hawkins will be joined by:
Dan Taubman, Senior Education Officer, University and College Union (UCU)
Paul Lawrence, Director and Head of Further Education, KPMG LLP (UK)
- 15:00 Refreshments, networking and exhibition

Session Four:

Key Issue Seminars

15:30 Delegates should choose to attend one seminar from the list below. Seminars are designed to be interactive and participatory in nature. Places are allocated on a first come, first served basis and are subject to maximum capacities.

A Innovative collaborative models that can deliver efficiencies
- projects of the Efficiency and Innovation fund
Janice Shiner, Director, WCL
Kieron White, Managing Director, WCL

B College mergers and IT systems
Evan Dickerson, Adviser HE and HE in FE, JISC Regional Support Centre London
Julian Bream, Deputy Manager, JISC Regional Support Centre London Staff reorganisation and staff support

C Seminar supported by: 
Collaborations, alliances and mergers - the research and the reality
Andy Shenstone, Director of FE and HE, Capita Consulting

16:15 Close of conference

Register online today:

www.neilstewartassociates.com/jd247 / Tel: 020 7324 4330 / Fax: 020 7490 8830

Purpose of the Conference:

- Understand the cost saving benefits of mergers, partnerships, collaborations and sharing services
- Prepare for the growing presence of the private sector in business, governance and structural aspects of further education
- the organisational, human and cultural elements of the merger or acquisition
- Hear case studies of merged colleges: the pitfalls, barriers, challenges and successes
- Learn more about the legal aspects of mergers – legal entities, VAT issues, working with private sector partners and institutions
- Benefit from key insights of private and public sector mergers and partnerships as an example
- Discuss how sharing and outsourcing services can be beneficial in terms of efficiency and staff motivation
- Understand how the Further Education sector needs to evolve to meet the needs of an internationally competitive economy
- Hear new perspectives on FE and HE partnerships and collaborations

This is a must-attend conference for:

Education sector:

- FE principals and chief executives
- Chairs of governors
- Directors of finance
- Heads of curriculum
- Heads of employer engagement
- Senior managers in FE and sixth form colleges
- Senior FE / HE managers in higher education institutions
- Independent learning providers
- Heads of adult and lifelong learning
- Adult and community learning providers
- Work-based learning providers
- Senior business and employer representatives concerned with further education
- Sixth form headteachers and college governors
- Training providers

Private sector:

- Mergers and Partnerships
- Consultants
- Accountants
- Tax Advisors
- Legal Advisors
- Education Consultants
- Management Consultants

Other sectors:

- Professional and Statutory Regulatory Bodies
- Funding and Research Councils
- Trade and membership Associations
- Think Tanks and Policy Advisors
- Chief executives and directors of sector skills councils
- Directors in local government
- Young People's Learning Agency
- Qualifications awarding bodies
- Inspectorates
- Local Enterprise Partnerships

Sponsorship and Exhibition Opportunities

This conference will attract a diverse audience of top level decision-makers and key policy professionals, from both the public and the private sector. Sponsoring or exhibiting at this event will ensure your organisation leadership positioning amongst this key target audience.

To find out more about the bespoke packages on offer please contact **Linda Brouwer** on **020 7960 6850** or e-mail linda.brouwer@neilstewartassociates.co.uk



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- Receive all the back-up papers and research
- Network with your peers, benchmark your own work and make contacts for follow up
- Environmentally friendly option

Attending a satellite conference costs just **£195.00 + VAT** (£234.00). See the conference website for locations near you or complete the booking form.

For further information email

paul.rushworth@neilstewartassociates.co.uk

Watch online

Keep up to date with the policy insight you need

- Broadcast exclusively on Policy Review TV - watch the conference live or later on-demand
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- Ultimate conference reporting, watch the full online presentations after the event
- Your own expert video library to keep – ideal for management and staff briefing
- Unique insight into the choices and dilemmas faced by policy makers and managers
- Find out how your peers are solving the policy challenges you face
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2-3 viewers £250.00 + VAT (£300.00)

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6-9 viewers £495.00 + VAT (£594.00)

10-20 viewers £895.00 + VAT (£1,074.00)

2nd annual Conference

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Eversheds LLP Headquarters, London EC2

Delegate Information

jd247

Brochure no.

WEB

Title (Mr/Ms/Dr/Prof/Other)

Full Name

Position

Organisation

Sector: Health Social Care Central/Regional Government Local Government Education and Skills Commercial
 Non Departmental Public Body / Association or Membership Organisation 3rd Sector Organisation Criminal Justice

Email

Address

Postcode

Tel No.

Direct Line? (Yes/No)

Fax No.

Training Manager

Email

I have read and agree to the terms and conditions below

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ADDITIONAL REQUIREMENTS Please indicate any additional requirements below

To Register

Please photocopy this booking form for additional delegates.

Complete all relevant sections of this form and either:

Fax: 020 7490 8830

Online: www.neilstewartassociates.com/jd247

Post: Neil Stewart Associates Ltd, 10 Greycoat Place,
Westminster, London SW1P 1SB

Alternatively call us on **020 7324 4330** or email us at
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Delegate Rates

Please select the relevant rate from the list below

Full Rate -

Commercial Sector

£599.00 + VAT (£718.80)

Reduced Rate -

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Departments and Agencies, Non-Departmental Public Bodies,
Other Public Sector Organisations

£389.00 + VAT (£466.80)

Supported Rate -

Voluntary Organisations, Trade Unions

£240.00 + VAT (£288.00)

The above fees include all day access to the event, available
conference papers, buffet lunch and refreshments, for registered
delegates only. Fees do not include travel costs or accommodation.
Shared places are not permitted.

Seminar Selection

You may attend one seminar in Session Four.

Places are allocated on a first-come, first-served basis. Please
circle your choice below:

Session Four:

Seminar A B C

Live viewing

I am unable to attend this event in person please register me for:

Individual licence for live streaming at
£99.00 + VAT (£118.80)

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I would like to register for a group viewing licence:

2-3 viewers **£250.00 + VAT** (£300.00)

4-5 viewers **£350.00 + VAT** (£420.00)

6-9 viewers **£495.00 + VAT** (£594.00)

10-20 viewers **£895.00 + VAT** (£1,074.00)

Satellite conference

£195.00 + VAT (£234.00)

Eversheds, Manchester

Terms and Conditions

This booking form constitutes a legally binding agreement. Payment must be received in full before the event. We are not responsible for the non-arrival of confirmation documents: if, by 7 days prior to the conference, you have not heard from us, contact us using the phone number on the brochure. All available conference material including documents, podcasts and in some case films are made available to delegates after the event therefore we do not accept cancellations, whole or in part. Substitutions will be accepted if notified in writing prior to the event, non-arrivals will be liable for the full fee.

All our conferences are recorded and the content is made available on www.policyreview.tv. If you do not wish to be filmed, your voice recorded or your photograph taken please email customer.services@neilstewartassociates.co.uk giving your name and the conference you will be attending.

Data Protection

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Delegates from outside the UK who book to attend an NSA conference must send their remittance in time to clear funds no later than 2 weeks before a one day conference. Bookings from overseas delegates will be subject to the cancellation policy specified on the booking form.