

**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](http://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](http://www.neilstewartassociates.com/jd247)

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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](http://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](mailto:linda.brouwer@neilstewartassociates.co.uk)



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For further information email

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### Watch online

**Keep up to date with the policy insight you need**

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- Fully interactive - watch live and submit questions, just like a delegate
- 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
- You save on travel, cost and time

The costs of the live broadcast and access to the video archive are:

**Individual licences**  
**£99 + VAT** (£118.80)

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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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Monday 13th June 2011, Conference Suite,  
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

Signature

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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](http://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  
**customer.services@neilstewartassociates.co.uk**

## Delegate Rates

Please select the relevant rate from the list below

### Full Rate -

Commercial Sector

**£599.00 + VAT** (£718.80)

### Reduced Rate -

Local Authorities, Universities, Colleges, Central Government  
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  
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## Group Licences

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

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All our conferences are recorded and the content is made available on [www.policyreview.tv](http://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](mailto:customer.services@neilstewartassociates.co.uk) giving your name and the conference you will be attending.

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