

Business Improvement Landscape 30 June 2011

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Approach to Closure: Professionalism throughout

MISSION:

Delivering what's important for the South East economy while planning and implementing a professional transition to closure.

Aims	Success Measures
Aim 1: Effective, smooth and professional closure of the agency	<ol style="list-style-type: none">1. Completed by April 2012 with minimum handover to residuary body.2. Clean accounts for 2010/11 and 2011/123. Delivery to time, cost, quality
Aim 2: Economic value for the South East is retained through closure and into successor bodies	<ol style="list-style-type: none">1. Key programmes and interventions continue to deliver anticipated economic development goals.2. Clear continuity, delivery and transition plans, with priority to highest impact interventions.

Closure Programme Timeframe

PHASE	TIMESCALE
Phase 1: Planning and Initiation	June 2010 – October 2010
Phase 2: Design of transfer/closure and Implementation of new Organisational Shape and Size	November 2010 – April 2011
Phase 3: Transfer / Closure of programmes/functions	April 2011 – September 2011
Phase 4: Final Closure	October 2011 – April 2012
Phase 5: Final Accounts	By July 2012

Where are our functions going?

What	When	Who
Business Link South East and Business Support	Current service with SERCO until November 2011 National Contact Centre launches 20 September 2011	BIS Currently tendering for national service
Innovation Growth Teams	Funding ends 31 August 2011 Most seem likely to cease trading Coaching for Growth service being procured – expected to be available 31 Jan 2012	BIS Currently tendering for national service
Manufacturing Advisory Service	Current service with EEF until December 2011 National MAS service launches 1 January 2012	BIS To tender for national service

Where are our functions going?

What	When	Who
Tourism South East (TSE)	Core contract ended March 2011. Current 2012 contract until February 2012 TSE to Continue as a Membership Organisation	TSE
Finance South East (FSE) – Regional Venture Capital Loan Funds	Funds to be novated to BIS delegated to CfEL by September 2011.	BIS/Capital for Enterprise Limited (CfEL).
Foreign Direct Investment	Transferred on 1 May 2011 to PA Consulting Services Ltd delivering national service (in partnership with OCO Consulting and the British Chambers of Commerce)	UKTI /PA Consulting
Designing Demand (DD)	Contracts close by December 2011 Design Council to deliver national product	DD

Where are our functions going?

What	When	Who
Grant for R&D (GBI)	Transfer to TSB August 2011. TSB opened call for new GRD applications April 2011	BIS/TSB
Grant for Business Investment (GBI)	Transfer to BIS August 2011.	BIS
Collaborative Research and Development (CR&D)	Novation to TSB August 2011, including NATs programmes. TSB continue to manage national CR&D calls	TSB
Knowledge Transfer Partnership (KTP)	Novation to TSB August 2011, including SE shorter KTPs from Portsmouth University. TSB continue to manage national KTP calls	TSB
Innovation Vouchers and Knowledge Networks	Close contracts by December 2011 TSB own the product but no plans to fund activity	TSB

Where are our functions going?

What	When	Who
Sector Consortia	Funding ceased March 2011. All 7 are seeking commercial income to continue	<ol style="list-style-type: none">1. Farnborough Aerospace Consortium (FAC)2. Marine South East3. Envirobusiness4. Security Innovation and Technology Consortium5. South East Centre for Built Environment (SECBE)6. South East Healthcare Technologies Alliance (SHETA)7. South East Media Network (SEMN)

Where are our functions going?

What	When	Who
European Regional Development Fund & Rural Development Programme for England	ERDF: transferring 1 July 2011 RDPE: transferring 1 July 2011	CLG DEFRA
Assets	Sell 5 sites: Ropetackle, Shoreham; Adur Business Centre; Andover Business Centre; Farringdon Business Centre; Chilterns Business Centre. Transfer remaining sites to HCA September 2011 (including TUPE of staff)	HCA

Where are our functions going?

What	When	Who
Economic Shocks / Redundancy Task Forces	Withdrawn from task forces. Responsibility for redundancy support now with JCP	Job Centre Plus (JCP) and other partners inc. LAs
Economic Intelligence	Economic and research ceases 5 July 2011. Transferring economy and evidence reports, data and surveys, research papers, economic models and some GIS maps	SEEC

Future Business Improvement Landscape

- A narrower role for Government and encourage both private provision and take up
- Create a universal offer at national level which provides information advice and guidance to business in a way which meets their needs – online supported by telephone.
- Create an effective package of help for start up (on-line and mentoring)
- Direct limited available face to face resource towards businesses most likely to grow and drive economic recovery.
- Encourage the development of local mentoring networks and work to ensure better co-ordination of provision

The new landscape post November

Solutions for Business (SfB) Products

- 13 SfB products
- national/local delivery

National Contact Centre

- Support businesses use web
- on-line advisers

www.businesslink.gov.uk

- information, diagnostics and tools
- events directories and grant finder tools
- start up hub (on-line training; calculators; links to DWP NEA)

SfB Products

- Collaborative R&D (TSB)
- Grant for R&D (TSB)
- Knowledge Transfer Partnerships (TSB)
- Networks for Innovation (TSB)
- Designing Demand (DC)
- Finance for Business (CfEL)
- Helping Your Business Grow Internationally (UKTI)
- Manufacturing Advisory Service (BIS)
- Understanding Finance for Business (BIS)
- High Growth Coaching (BIS)
- Rural Development Programme for England (Defra)
- Improving Your Resource Efficiency (Defra)
- Workplace Training, including Apprenticeships (BIS)

Business Coaching for Growth (BCG)

- Understanding Finance for Business and High Growth Coaching
- Targets up to 10,000 high growth businesses a year
- Coaching of senior management teams to develop and implement growth strategies and develop leadership and management skills
- Tailored, specialist help to develop a successful investment pitch and facilitated introductions to potential investors
- Access to high quality facilities by partnering with leading business incubators, science parks and Technology Innovation Centres
- Advice on how to identify and protect intellectual property and copyright and develop strategies to commercially exploit IP and innovation
- Fast track access to trusted sources of specialist advice and support such as the Technology Strategy Board and UKTI and business and knowledge networks

How will this new landscape work for/with LEPs

- **BCG** – LEPs/LAs could, subject to budget, deliver a mix of services that reflects local economic strengths and priorities.
- LEPs/LAs should develop understanding and links with SfB suppliers e.g. BCG providers to ensure local networks connect effectively.
- **Mentoring** – LEPs/LAs encourage local business people to support new and existing mentoring programmes and organisations
- **Online offer** - valuable resources for businesses – explore local syndication of www.businesslink.gov.uk to reflect local area/needs
- **“Start Up Hub”** - an important resource for prospective and new businesses and up to date information that can complement local start up support.