

## **BRYSON HOUSE – Extending Opportunities to Secure Contracts**

Established in 1906, Bryson Charitable Group Ltd, is a registered charity providing a wide range of contracted services that deliver sustainable responses/solutions to existing/emerging social needs. Whilst Bryson achieved success in winning competitively procured service contracts, much of the SE sector was excluded from tendering at prequalification stage.

There was a clear need for independent research to identify the barriers and to analyse the added-value SE brings to public services, and robust metrics to assign weight to the value, and integrate them into the formal public procurement competitive tendering process (Green Book). Bryson and the SE sector lacked the expertise to undertake the project authoritatively.

As NI's leading Social Enterprise (SE), Bryson aimed to expand SE activity across NI economy and change social policy by delivering sustainable social business solutions.

Through a Knowledge Transfer Partnerships Programme the group wanted to underpin sustainability, increase profitability and market-share by extending the opportunities for the Social Enterprise (SE) sector to secure public service contracts through open competitive tendering.

Objectives:

1. Develop and embed, 'end-to-end' process value-mapping to inform public procurement guidance, processes (Green Book) and training.
2. Develop a Social Economy 'Best' practice Tendering process 'Model' incorporating, cost analysis, social outcomes and qualitative elements.

The KTP will have a strategic impact on the economy enabling Bryson and other SEs to minimise reliance on grant income and underpin self-sustainability (increasing profitability, market-share and profile), by extending sources of income, particularly securing longer-term public services contracts through competitive tendering.

John McMullan, CEO, Bryson Charitable Group says, *"the KTP has provided Bryson with access to the Ulster University's excellent academic community. The process has enhanced the University's research, while providing Bryson with an innovative and 'intelligent' public service procurement tool that will not only contribute to Bryson's competitiveness, profitability and growth but will provide the Social Economy with a toolkit for supporting sectoral growth."*