

Collaborative Working

We have for some years run a register where clients seeking merger, or collaborative working partners, express their interest on an open or confidential basis. We can then "match" interested parties. We have also worked with particular clients to find them appropriate partners when they have decided that their strategy requires it.

The Charity Team has acknowledged expertise in assisting with mergers and collaborative working.

Mergers

We have worked with a wide range of organisations to assist them to grow and develop through mergers. Examples include Volunteering England which was the result of three initial and two subsequent mergers, Groundwork London, Choice Support and a range of other social care organisations, as well as specialist bodies of all sorts.

Collaborative Working

We have assisted a number of our clients in setting up a range of collaborative working strategies to take forward their work. These have included:

- Franchise arrangements to roll out a new concept in different geographical locations
- Sharing back office functions
- Providing specialist services to similar charities
- Joint bids for larger funding contracts
- Lead funding body and sub-contracting arrangements

We have also created and advised a number of joint ventures where charities have set up corporate vehicles to tackle major projects or undertake joint fundraising.

g320

As a result of our work for a range of organisations on mergers and collaborative working, the g320 group of smaller housing associations asked us to run a register for its members so that they may find partners for collaborative ventures.

g320 represents small housing associations in London, with fewer than 1000 homes, as part of the London Housing Federation. Of the 320 smaller members of the London Housing Federation there is a diverse and successful mix of housing associations, many locally focused, many delivering specialist services. The aim is to promote and share good practice amongst those small but beautiful associations providing a range of housing and care services in the capital, and indeed across the country.

Collaborative working and merger often raises complex issues relating to employment law, VAT, property transfers and intellectual property protection.

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