

stepping **OUT**

Propagator

Seeding

Enterprise in

Public

Services



Complete support
through **stepping out**

Looking to cultivate enterprise in your Council? Our expert team of public sector entrepreneurs offer the tools to succeed.

Propagator:

What's the Offer?

- A strategic review of which services could make good enterprises.
- A dynamic and structured 'hot house' to nurture leaders, develop business cases and grow new ventures.
- Access throughout to expert guidance and routes to available finance to help the transition.



Your challenge

- Maintaining services that are at risk despite sound 'social value' reasons for keeping them open.
- Moving from being a primary provider of public services to becoming an enabler and commissioner of services that deliver better local outcomes.

The solution

- Identifying the best opportunities for existing services to be set up on an enterprise footing to improve efficiency, give room to innovate and draw in external investment.
- Nurturing and then 'spinning out' these ventures into new enterprise vehicles that continue to deliver quality services whilst reducing cost and risk for the Council.

Our product

- **Propagator** is a structured programme for identifying, incubating and establishing viable 'spin out' enterprises from the current in-house services.
- Options for Spinning Out include a **local authority trading company**, a **joint-venture** or a staff-led **social enterprise**.

Very knowledgeable, innovative organisation. Enthusiastic and supportive as well as putting us onto some good contacts to learn about their experiences in setting up social enterprises.
Dwayne Johnson, Director Adult Services,
Halton Council

How Propagator Works

STAGE 1 Filters your existing services using our specialist *Enterprise Readiness Assessment* to understand and select the most viable potential enterprises.

STAGE 2 Nurtures that potential using the full range of experts in *the Stepping Out Network* to facilitate business planning, mentor key staff and provide specialist legal and financial support.

STAGE 3 Establishes new 'spin out' enterprises by drawing on the experiences and know-how of successful spin out entrepreneurs.

Unique Benefits of Propagator:

- Established tools and processes for **assessing enterprise viability**.
- Commercial, legal and financial expertise to swiftly identify **the best route** for each potential enterprise.
- Access to a full range of **public and private funding** available for enterprise development.
- **Facilitated support** to develop public entrepreneurs.
- Help to effectively engage all stakeholders on **the concept of spinning out**.
- **The Stepping Out Network** - access to successful leaders of spin out businesses keen to share their experience.

Why look at Spinning Out services into new enterprises?

Spin out enterprises can bring:



Fresh approaches to delivering essential services for the local community.



Reduced overall cost to the Local Authority.



Freedom to innovate and expand service provision beyond current levels.



Motivated and empowered staff and managers.



Enhanced productivity from new ownership and management approaches.



Access to new funding and investment.

Who are Stepping Out:

We're here for one reason only – to help good public sector services become thriving social businesses.

- UK specialists in setting up spin out ventures from public services.
- Vastly experienced team of professionals with a track record in public sector and enterprise.
- Impressive and growing local government client-base.
- Host a valuable network of social enterprise leaders who have 'been there, done that' and are available to share learning and advice. See www.stepsoutingnetwork.com
- Wrote the book on spinning out. See www.howtostepout.com



“The Stepping Out team was excellent and has really helped us make a detailed and robust case for staff as entrepreneurs, fully capable of running social businesses with commitment and enthusiasm. This will enable us to ensure services continue outside of the Council in the true spirit of Localism.”

Elaine Jewell, Head of Community Services,
Wycombe District Council

Want to know more?

Contact us now for a free, no obligation discussion about how Propagator could work for you:

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