

Partnership working – A Provider Perspective

Jim Barnard

Operational and Development Manager
Inclusion Drug Services

Partnership Working

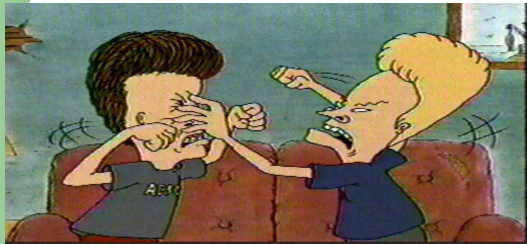
- Definition
- Much partnership working is discouraged
- 3 to be explored
- With wraparound services
- With competitors
- To jointly deliver a service

Partnerships with wraparound services



- Needs to be written agreement
- e.g Job centre plus
- Not e.g mental health services

Partnerships with Competitors



- Not easy
- Managers are often encouraged not to
- Mutually beneficial

Partnerships for Joint Service Delivery



- Increasingly the case
- Usually NHS and 3rd Sector
- Whole treatment systems going out to tender
- NHS uncompetitive for tier 2
- 3rd sector cannot always meet financial demands
- Is great potential for falling out

- Is an ever evolving subject
- Partnerships do benefit everyone
- Need to overcome fear
