

# INNOVATIVE INTERVENTIONS IN CHILD AND YOUTH WORK :

## THE 'BUYING TOGETHER' TOOLKIT

A RESOURCE FOR ACCESSING SERVICES BY CONNECTING WITH  
BUYING PARTNERS AND SPLITTING THE COSTS.



**MACS**  
SUPPORTING CHILDREN & YOUNG PEOPLE

## **After the Conference- Moving forward- Connecting and Buying Together**

MACS Supporting Children and Young People thank-you all so much for attending and contributing to the MACS' Conference on the 10<sup>th</sup> October 2017. There was a lovely positive energy at the event thanks to every single one of you!

The next step in helping delegates and exhibitors to stay connected and to work towards delivering and buying services together is the release of this 'Buying Together Toolkit'.

It is essentially a contact list of other charities and organisations that have expressed an interest in buying services together; and all the suppliers who have agreed to receive joint purchase orders and to deliver their services to mixed client groups.

It is our sincere hope that you can use this to widen the scope of services you are able to offer to children, young people and those that work with them.

### **What's in the Toolkit**

- 1) Buyers List (General)
- 2) Buyers List (Workshop)
- 3) Suppliers List

### **Buyers List (General)**

This is a list collated from all those organisations that expressed an interest in buying together, as collected from the exhibitors stands. If you are a buyer, you can contact anyone on this list to initiate the process of buying a service together.

If you are an exhibitor, we encourage you to get the ball rolling by contacting potential buyers and facilitating them to place joint orders.

### **Buyers List (Workshops)**

These are lists of the contacts who expressed an interest in each of the 5 Conference workshops: somatic experiencing, social pedagogy, GRIT, motivational interviewing and EAGALA. If you are a potential buyer, please feel free to contact anyone else on this list.

### **Suppliers List**

This is a list of all the exhibitors and workshop leaders who participated in the Conference. Each has made prior agreement to offer their services to joint-purchasers whilst maintaining their pricing, therefor passing on beneficial economies of scale. All the contacts in this list may be contacted to further discuss contracting their services.

## Using the lists

There is no one prescribed method of using these lists. Your organisation will have its own level of experience, or inexperience, and some may even have established methods of co-buying services, or have co-buying partners. MACS hope this resource will aid you in the buying process and help you develop your network of buying partners further.

**Get engaged, not married:** MACS' envision that this toolkit will be most useful for buying discreet, short-term services eg therapies, training; amounting to less than the EU procurement thresholds but expensive enough that you'd benefit from sharing the bill.

Rather than entering into complex collaboration arrangements, co-buyers can act as fairly unstructured cooperatives. Come together for your shared purpose of receiving a service and splitting the costs; but then you are free to leave or to change partners for accessing other services.

**Take the Initiative:** If you are interested in a service, reach out to other listed buyers and ask if they want to proceed with placing an order. Someone has to get the ball rolling, so why not you?

The names on these lists may not be the actual person in the organisation who will have ultimate authority or responsibility for buying in services. However, as attendees at the conference they should be able to direct enquiries to the correct person.

**Contact the supplier:** The suppliers in this Toolkit have already agreed to taking group bookings. They will facilitate a variety of ordering, billing and delivery arrangements. Ask for their advice and/or if your group has a preferred way of working ask the supplier if they can administer this.

**Get a quote:** Ask for 2 quotes. One for the price for buying as an individual organisation and another for delivering as a group of organisations. That way you can check that the supplier is passing on the cost benefits of buying together. It should always be cheaper to deliver to 1 large group than eg 3 individual smaller groups. If a supplier in this toolkit is not passing on the benefits, please report this to MACS contact at bottom of toolkit and we will try, without obligation, to mediate.

**Placing Orders:** You could appoint a lead to place your group order and then ask the supplier to co-ordinate the bookings and payments from your collective as individual transactions; or, once you know your group's overall numbers and costs, each individual organisation can book their own client/staff places and ask to be invoiced for their proportion of the overall bill separately

**Grow:** You are not limited to services showcased at the Conference. Use your new contact list to explore buying other innovative interventions together. You can contact other buyers even if you didn't sign up on the day.

**Stay in Touch:** For general enquiries on 'buying together' please contact Carla at [CarlaRollock@macsni.org](mailto:CarlaRollock@macsni.org)

Please contact [KateMartin@macsni.org](mailto:KateMartin@macsni.org) if you want to talk about accessing a service with MACS Supporting Children and Young People as your buying partner.



## Buyers List – General

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BCM	Lois Payam	<a href="mailto:lpayam@belfastcentralmission.org">lpayam@belfastcentralmission.org</a>	02890654746
Belfast Central Mission	Claire Finlay	<a href="mailto:cfinlay@belfastcentralmission.org">cfinlay@belfastcentralmission.org</a>	02890654746
BHSCT	Hazel Blakely	<a href="mailto:hazel.bleakney@belfasttrust.hscni.net">hazel.bleakney@belfasttrust.hscni.net</a>	028 9504 0100
BHSCT	Joanne Curry	<a href="mailto:Joanne.curry@belfasttrust.hscni.net">Joanne.curry@belfasttrust.hscni.net</a>	02895042390
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Brain Injury Matters	Meg Irwin	<a href="mailto:meg@braininjurymatters.org">meg@braininjurymatters.org</a>	028 9070 5125
Children's Heartbeat Trust	Deborah Webb	<a href="mailto:admin@childrensheartbeattrust.org">admin@childrensheartbeattrust.org</a>	028 9031 2228
CRUSE NI + Corrymeela	David Cunningham	<a href="mailto:davidcunningham@corrymeela.org">davidcunningham@corrymeela.org</a>	07522233971
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De Paul	Maura deMello	<a href="mailto:maura.demello@depaulcharity.net">maura.demello@depaulcharity.net</a>	07929286143
Every Day Harmony (Music Therapy)	Jenny Kirkwood	<a href="mailto:jenny@everydayharmony.org">jenny@everydayharmony.org</a>	02890814417
Forensic CAMHS	Nikki Cash	<a href="mailto:nicola.cash@setrust.hscni.net">nicola.cash@setrust.hscni.net</a>	02891854623
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The Prince's Trust	Debbie McCormack	<a href="mailto:Debbie.McCormack@princes-trust.org.uk">Debbie.McCormack@princes-trust.org.uk</a>	07436582327

### Buyers List – Workshops Somatic Experiencing

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Get Together Project/Corrymeela	David Cunningham	<a href="mailto:davidcunningham@corrymeela.org">davidcunningham@corrymeela.org</a>	07522233971
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NEXUS	Sharon Ramsden	<a href="mailto:Sharon.ramsden@nexusni.org">Sharon.ramsden@nexusni.org</a>	07738983591
Women's Aid	Elaine Roden	<a href="mailto:Elaineroden7@hotmail.com">Elaineroden7@hotmail.com</a>	07870855274
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### Motivational Interviewing

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Journey Free	Paul McKinstry	<a href="mailto:info@journeyfree.co.uk">info@journeyfree.co.uk</a>	07751414954
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Kids in Control	Grainne Woods	<a href="mailto:kidsincontrol@hotmail.com">kidsincontrol@hotmail.com</a>	07909536906

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## Suppliers

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Brain injury matters	Meg Irwin	<a href="mailto:meg@braininjurymatters.org.uk">meg@braininjurymatters.org.uk</a>	028 9070 5125
Cancer Focus	Doreen Regan	<a href="mailto:doreenregan@cancerfocusni.org">doreenregan@cancerfocusni.org</a>	028 9066 3281
Eating Disorders Youth Service BHSCT	Edel Gilchrist or Martha Campbell	<a href="mailto:edela.gilchrist@belfasttrust.hscni.net">edela.gilchrist@belfasttrust.hscni.net</a>	028 90638000
EAGALA / Time to Shine Kids , London	Carey Khan	<a href="mailto:eme@eagala.org">eme@eagala.org</a>	07949 862464
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Everyday Harmony ( Music Therapy )	Jenny Kirkwood	<a href="mailto:jenny@everydayharmony.org">jenny@everydayharmony.org</a>	02890814417
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Kids In Control	Grainne Woods	<a href="mailto:Kidsincontrol@hotmail.com">Kidsincontrol@hotmail.com</a>	028 9031 1966
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Mind Skills Training and Coaching	Philip McTaggart	<a href="mailto:philip.mct@mind-skills.net">philip.mct@mind-skills.net</a>	07732350325
Mindfulness NI	Caroline Stewart	<a href="mailto:carolinejstewart@googlemail.com">carolinejstewart@googlemail.com</a>	0798 923 6966
New Life Counselling	Alison Templeton	<a href="mailto:alison templeton@newlifecounselling.net">alison templeton@newlifecounselling.net</a>	028 9039 1630
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Rangeview Equine Therapy	Tania Watson	<a href="mailto:taniawatson65@yahoo.co.uk">taniawatson65@yahoo.co.uk</a>	07738550076
Relax Kids	Amanda McWilliams	<a href="mailto:amandamcw@hotmail.co.uk">amandamcw@hotmail.co.uk</a>	
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The 3 speakers from Oslo and Akershus University College of Applied Sciences, speaking about social pedagogy do not offer a practical 'service' but their emails are included here for general enquiries:

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