

Merger and Partnerships

3SC

“Eastside Primetimers played an instrumental part in getting the organisation off the ground, formulating early business plans, securing a substantial amount of start-up capital, putting together a Senior Management Team and were a key part of 3SC’s early success.”

Martyn Oliver, CEO



3SC manages the bidding process and builds supply chains of local organisations, allowing smaller third sector providers to compete for, and participate in public service delivery.

① Outcomes

Total Contract Size	£ 34m
Commissioner	DWP
Partnership Model	10 organisations, with equal shares
Structure	Limited Liability Partnership with asset lock

② Need

3SC was born out of the need for third sector organisations to come together and bid effectively for public service delivery contracts. In 2009-10, it was important to turn the concept for 3SC into operational reality. This required a legal entity to be created with good governance arrangements, its credentials to be established with commissioners and working capital to be secured to cover the early years.

③ Solution

Eastside Primetimers, as one of the initiators behind 3SC, was asked to take a lead on its first phase of development. First we gave structuring advice, engaged with prospective partners and established the agreement for the partnership working closely with Bates Wells & Braithwaite.

Having identified the Future Jobs Fund as an excellent first contract opportunity, we mobilised 81 charities and social enterprises for a consortium bid. 3SC was awarded the largest contract eventually delivering c. £34 million of allocation, achieving 100% performance.

We then supported the organisation on an investment round, producing a business plan and financial materials, which resulted in a cornerstone investment of £1.5m to cover its working capital needs.

This early work gave a foundation to 3SC from which it has grown and won further contracts with DWP, MoJ/NOMS, WAG, GLA, JCP and local authorities.

