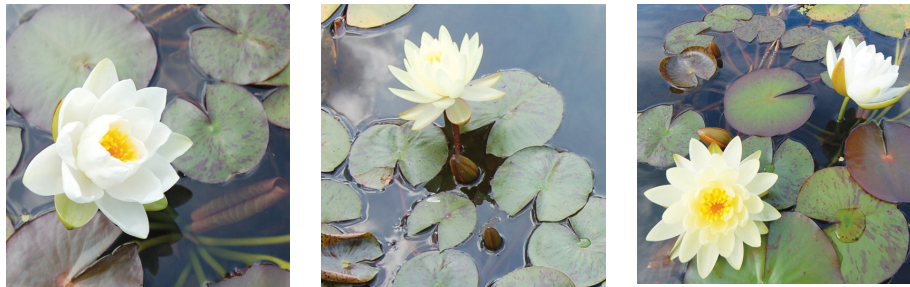




## Consultancy Services



Consultancy services should be sold honestly by practitioners with the right experience and skill set to undertake the programme of work proposed.

A good consultant will be viable, beneficial, practical, flexible and knowledgeable.

Telephone> 0845 053 3413

www.> [leapfrogconsultancy.co.uk](http://leapfrogconsultancy.co.uk)

e mail> [jump@leapfrogconsultancy.co.uk](mailto:jump@leapfrogconsultancy.co.uk)

## Why choose Leapfrog consultancy?

There are a hundred types of consultants and thousand ways they can help, but finding the right one and knowing if they are good is another thing. A good consultant will have a practical as well as a theoretical understanding of the problem.

Leapfrog will provide an unbiased view and be able to give you informed professional opinions. In many instances we will have undertaken this work as practitioners, but also will have taken other organisations through a similar task. At Leapfrog we realise that it is important to talk through solutions effectively; that is, we ensure that you understand the issues involved in implementation, and how you can best convince key staff to allocate the resources necessary for any proposed changes.

A key part of our role is to challenge your organisations traditions where they are based merely on repeating past actions rather than rising to new challenges. Essentially part of our success will be to offer you advice and recommendations regarding continuing professional development for relevant employees.

## About Leapfrog

At Leapfrog our consultancy services are focused on supporting our clients to improve the efficiency, quality and effectiveness of service delivery. We provide specialist consultancy and training packages to voluntary and public sector organisations dedicated to providing innovative approaches to effective marketing strategies, management capacity building, competitive tendering, contract management and the implementation of quality & performance systems.

Our products are developed from the core skills of our Directors and Associates who have more than 15 years experience at an executive and governance level of; identifying and implementing strategic growth, workforce and service development, contract relationship management and fundraising. We understand the issues related to operating a charity in an increasingly competitive market place and can offer innovative solutions that will help to grow and strengthen your organisation.

Our knowledge brings tangible value for you the client, achieving measurable results quickly and cost effectively to meet your business requirements.

## Services we provide:

- Support to develop strategic and operational marketing plans
- Competitive tender writing, bid critiques and organisational statements
- Workforce skills development in contract management and negotiation
- Implementation of bespoke performance and quality management systems
- Workplace policy development inc. drug & alcohol, ISO 9000 and Safeguarding
- Specialist support for VSOs to apply for National Lottery funding
- Support for small groups/consortiums who wish to bid for statutory funds

## Directors & Associates

### Derek Smith - Director of Training

Derek was previously the Chair of Key Ring and an Executive Director of the RNID. He is a lead consultant on statutory funding; delivering courses now adopted by Action for Children and Barnardos. He has worked within the charitable sector, Further Education, Housing and Local Government.

### Ray Jenkins - Director of Consultancy

Ray is the former National Development Director of Crime Reduction Initiatives (CRI). Ray worked as part of a highly successful management team that delivered a period of extensive growth across England and Wales. A former member of the UK Anti Drugs Co-ordination Unit (UKADCU) he has advised on the Government's 10 year Drug Strategy.

### Mark Chacksfield - Associate Trainer

Mark has worked in both the statutory and voluntary sectors over the past 17 years. Mark is currently working as a freelance consultant and trainer with the voluntary sector, as well as being a grants' assessor for Children in Need. He has designed and run a capacity building course for small organizations.

### Jan Smith - Associate Consultant

Jan is a Fundraising Consultant and a Member of the Institute of Fundraising. She has over 10 years experience in statutory, lottery and trust fundraising with expertise in the preparation of high value funding bids for a range of voluntary sector clients and local authorities with an emphasis on health & welfare, education, financial exclusion, regeneration and environment.

### Rachel Summerscales - Associate Trainer & Consultant

Rachel is an experienced facilitator and trainer. She supports organisations in developing and growing by supporting diverse teams with strategic reviews and planning. She undertakes to understand each organisations values and issues in order to proceed with pragmatism and realism to create workable solutions and strategies.

### Nichola Cadet - Associate Trainer & Consultant

Nichola is a senior manager, consultant and trainer with 10 years strategic and operational experience. Her areas of expertise are in quality, diversity and employability, focusing on criminal justice and community safety sectors with the ability to build, sustain and develop partnership working on a national and European level.

### Martin Fanner - Associate Trainer & Consultant

Martin retired from the Metropolitan Police in October 2005 where he worked within the Drugs Directorate at New Scotland Yard project managing and commissioning pan-London drug intervention initiatives. Since retiring he has worked as an audit consultant for the Home Office and interim commissioner for Drug Action & Alcohol Teams (DAAT).

## Our Customers

Our Directors and Associates have delivered training and consultancy services to the following organisations:

Action for Children	MENCAP
Alzheimer's Society	Mental Health Foundation
Barnardos	National Youth Agency
CAB (southern region)	NCVO
Carers UK	Oasis Partnership
Clubs for Young People	Penrose Housing
CRI	Pre School Learning Alliance
EATA	Project North East
Haringey Borough Council	Richmond Fellowship
Home Start - Wales	RNID
Home Start - UK	Sunderland CVS
ICAN	South Wales DIP Regional Management Board
Lifeline	Westminster Drugs Project (WDP)
Leeds Carers	Workers Educational Association (WEA)

## Some Customer Feedback

"Fantastic! Refreshing to read such a well laid out and clear report in plain English. It will provide an excellent spring board to move the organisation forwards". Roseanna Preston, CEO, CLAPA

"Clear, concise feedback at the draft tendering stage enabled us to gather the evidence base to prepare a highly competitive, winning bid". Colin McGregor-Pattinson, Chief Executive of the Oasis Partnership

"Very thorough offering the right level of input and really added value to the process, central YMCA were very impressed". Deborah Potts, Fund-raising Consultant, Central London YMCA.