



Contracting with Government

SOME KEY BASICS

Who am I?

- ❖ Our experiences shape who we are and how we view and interact with the world
- ❖ Our experiences require a holistic appreciation
- ❖ Empowering people to reach their individual and unique potential is my driving force.

What is your driving force?

Four Key Tips for Contracting

- 1) Provider mindset
- 2) Relationships
- 3) Non-negotiables
- 4) Delivery

Provider mindset

- ❖ The community knows what's best for its community
- ❖ Providers need to be more 'BOLD'
- ❖ Work in collaboration with Providers 'in common'
- ❖ Shift from 'fitting into their boxes' to 'adding new boxes'

Relationships, Relationships, Relationships

- ❖ Know who your stakeholders are - develop a stakeholder engagement plan
- ❖ Dedicate resources and time to relationships - build/manage/expand
- ❖ Trust and familiarity is the key
- ❖ Constantly 'tell your story'

Non-Negotiables

- ❖ **Know what your 'bottom line' is**
- ❖ **Back this up with data, evidence, examples and research**
- ❖ **Keep 'close' to your vision statement**

Delivery

- ❖ **Clarify partner priorities**

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- ❖ **Systems that 'enable' great data**

- ❖ **Maintain communication**

- ❖ **Story-telling for impact**

- ❖ **Keep it SIMPLE**

Go for it!!

Rebecca Roe
rebeccaroe1@Hotmail.com