

# SIGHT-LOSS CHARITY PARTNERSHIP – VISIONARY CONFERENCE

NOVEMBER 2017

## CONFIDENTIALITY

Our clients' industries are extremely competitive, and the maintenance of confidentiality with respect to our clients' plans and data is critical. Oliver Wyman rigorously applies internal confidentiality practices to protect the confidentiality of all client information.

Similarly, our industry is very competitive. We view our approaches and insights as proprietary and therefore look to our clients to protect our interests in our proposals, presentations, methodologies and analytical techniques. Under no circumstances should this material be shared with any third party without the prior written consent of Oliver Wyman.

© Oliver Wyman

# Underpinning the sight-loss charities partnership is the shared mission to improve the lives of blind and partially sighted people



## Mission

**“To ensure every blind and partially sighted person in the UK has access to a set of high quality, joined up, standardised services to help them live confidently with sight loss”**



## Impact on blind and partially sighted people

- Guaranteed availability of a standardised set of services - no “postcode lottery”
- Quick and easy access to this improved set of services available at all times via different channels
- More consistent and reliable delivery of high quality services
- Flexible local services delivered jointly with BPS<sup>1</sup> communities and tailored to specific local needs

# To improve service provision for blind and partially sighted people, we propose a more effective and collaborative way for charities to work together

## Key principles of the partnership model



A single point of access for blind and partially sighted people, with standardised service delivery in the hands of local charities



Establish effective governance and decision-making authority to maintain flexibility in the decision-making process



Reduce intra-sector competition through greater alliance amongst local and national charities



Maximise efficiency in fund raising efforts and optimise fund use to deliver services for blind and partially sighted people



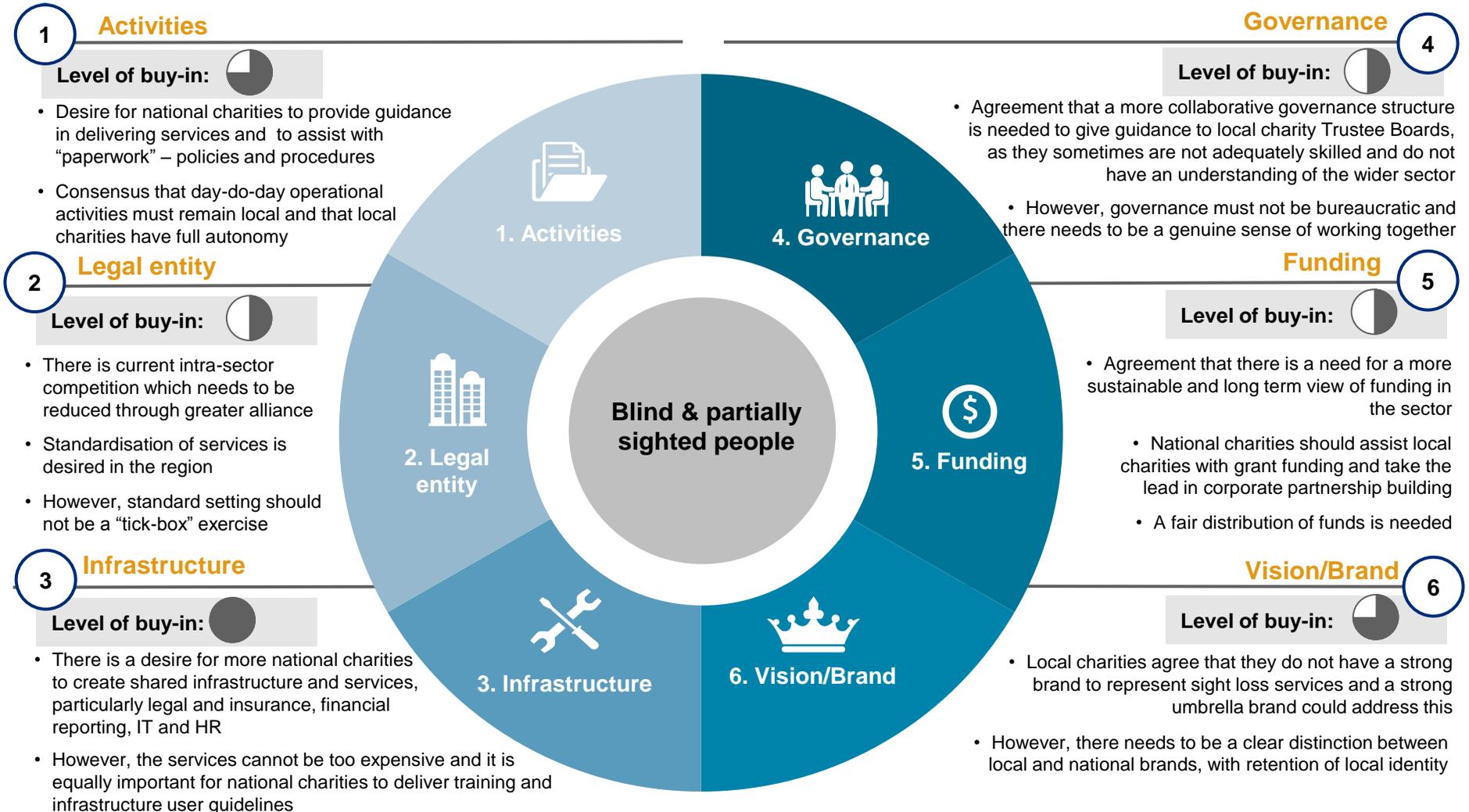
Delineate responsibilities and optimise use of resources and expertise: national charities provide infrastructure and centralised services, local charities deliver face-to-face and related services



Provide one “face” to the public and a shared vision and common expression for all sight loss charities, while preserving the local identity of local charities

# We spoke to local charities in Tyne and Wear and they expressed their aspirations and considerations for a sight-loss charity partnership model

## Sight-loss Charity Partnership Model



## QUALIFICATIONS, ASSUMPTIONS AND LIMITING CONDITIONS

This report is for the exclusive use of the Oliver Wyman client named herein. This report is not intended for general circulation or publication, nor is it to be reproduced, quoted or distributed for any purpose without the prior written permission of Oliver Wyman. There are no third party beneficiaries with respect to this report, and Oliver Wyman does not accept any liability to any third party.

Information furnished by others, upon which all or portions of this report are based, is believed to be reliable but has not been independently verified, unless otherwise expressly indicated. Public information and industry and statistical data are from sources we deem to be reliable; however, we make no representation as to the accuracy or completeness of such information. The findings contained in this report may contain predictions based on current data and historical trends. Any such predictions are subject to inherent risks and uncertainties. Oliver Wyman accepts no responsibility for actual results or future events.

The opinions expressed in this report are valid only for the purpose stated herein and as of the date of this report. No obligation is assumed to revise this report to reflect changes, events or conditions, which occur subsequent to the date hereof.

All decisions in connection with the implementation or use of advice or recommendations contained in this report are the sole responsibility of the client. This report does not represent investment advice nor does it provide an opinion regarding the fairness of any transaction to any and all parties.