

# 'insight club'

Providing Solutions to the Third Sector

Support Packages for Charities, Community Organisations,  
Social Enterprises & Sports Clubs

Housing Women Religion  
Community Conservation Heritage  
Arts **Third Sector** Culture  
Health Disability Environment Sports  
Education Rural Advice  
Youth Child Care

## Who Are Insight Solutions?

Insight Solutions is a dynamic and innovative company based in Belfast and Dungannon with a commitment to delivering real and sustained benefits to everyone we work with. We have an exceptional team with experience of delivering **positive outcomes** for many third sector organisations.

Insight Solutions understands the difficulties third sector organisations face with greater financial uncertainty, rising demand for services and increased scrutiny on the quality and impact of work undertaken. In a challenging and competitive environment it is essential to develop innovative and **sustainable solutions** to meet the needs of people and communities that you work with.

Insight Solutions can provide that **critical edge** your organisation needs to develop and grow. Our team have a credible track record within the sector and have made a significant impact on organisations and communities across Northern Ireland. We are ready to **share that knowledge, experience and expertise with you.**

**Over 14 years experience in developing and leading projects within the third sector across Northern Ireland.**



## We Provide Insight...

By bringing knowledge, experience and expertise we shine a light on the issues you need to address and help you identify the right strategy and action to take.

## We Offer Solutions...

Based on our expertise and experience we will work with you to develop smart and effective solutions ensuring you get the best results every time.

With professional qualifications in fundraising, corporate governance and social economy you are guaranteed high quality support across these key areas.

A highly respected trainer and facilitator who has delivered capacity building training, support and advice to hundreds of organisations.

A combination of sharp business acumen and passion for the Third Sector means Insight Solutions provides the critical edge your organisation needs.

## What We Offer

Insight Solutions provides a **tailored package of support to help you deliver** on your core objectives and ensure that your organisation, regardless of its focus or size, continues to achieve its true potential.

**You shape** what the relationship and support will look like - but at the core of everything we do is a commitment to providing **ongoing, consistent and high quality support** from people with **proven experience** and track record of delivering in the third sector.

We will work with you to develop a specific **plan of support** in which we **agree goals** and how to **measure progress**. The benefits to your organisation includes **increased productivity, improved results and better outcomes**.

All work undertaken will be documented on a shared plan detailing key areas of support provided, achievements and actions to be taken forward. This provides a benchmark to your stakeholders that working with us **brings real value to your organisation**.

A track record in delivering programmes which tackle isolation, inequality, poverty and disadvantage.

# Support We Provide

We have provided a brief insight into the type of support we can provide - if you don't see what you are looking for the chances are we can help you - just let us know. The support can be narrow and specific in its remit, focusing on one area but it may also cut across a number of areas - **you decide!**

## Project Management



- Defining objectives, outcomes, actions, timeframes and budgets
- Identifying links to current policy trends and best practice in your sector
- Developing monitoring and evaluation frameworks
- Capital build project supervision and management

## Fundraising and sustainability



- Fundraising and sustainability strategy
- Funding applications and tender bids
- Social economy and trading opportunities
- Business plans and economic appraisals
- Gift aid claims

## Research and Evaluation



- Quantitative and Qualitative Research
- Needs assessments and community consultations
- Independent project evaluations
- Impact assessments
- Social value studies

## Strategic Planning



- Change management
- Diversification and growth strategy
- Strategic & operational plans
- Developing and maintaining strategic partnerships
- Organisational Development

## Human Resource

- Support and supervision
- Staff appraisals
- HR policy development
- Recruitment and selection
- Teamwork and leadership training
- Short term staff cover

## Governance and Accountability



- Training in good governance
- Increasing efficiency and effectiveness of committee/board
- Ensure compliance with legal obligations (e.g. Charity Commission for Northern Ireland)
- Developing systems and processes for improved governance

## Public Affairs



- Raising profile with key stakeholders
- Developing and managing campaigns
- Lobbying and campaigning
- Policy analysis
- Stakeholder engagement strategy
- Media and Communications Support

# Our Core Values

Client Focused    Trust    Professional  
Transparency    Commitment  
Outcome Focused    Integrity    Respect  
Confidentiality

## What Others Say About Us

*"Fergal has made an incredible impact on his own community. He has inspired our community to aim high and we are certainly reaping the rewards."*

Galbally Youth & Community Association

*"Fergal brings real passion and energy to every task - he has a wealth of knowledge and experience which we have benefited from on many occasions."*

Mid Ulster Community Arts Trust

*"Fergal delivered first class quality training to our new group. He refined his material and engaged with the committee making the learning both proactive, humorous but with the end goal of empowering the committee.."*

Strabane LGBT

*"A great insight into the problems and difficulties facing groups within the voluntary sector and aware of opportunities and solutions to meet our needs. "*

Glenanne, Loughgilly & Mountnorris Community Development Association

*"A one stop shop for all things community... with the experience, knowledge and contacts to help you deliver on the projects you are involved in."* Ardboe Community Projects Ltd

*"In the last two years of working at this problem of inadequate Post 19 provision, we haven't met anyone with your enthusiasm, know how and willingness to try to make something positive happen for our young people."*

Aspire

# Support Packages

Free advice exists and we would encourage you to avail of it - but having a go to person for every challenge you face and knowing that they will provide that one to one support you need could prove to be the most important investment your organisation might make.

We understand that one package will not suit the range and type of organisations that make up the third sector. We have developed two options.

## Flexible - Pay as You Go

If you need our support on a one off or ad-hoc basis this is the option for you. Perhaps something has arisen that you need some specialist input and professional support or maybe pressures on time mean that you risk missing out or failing to meet a deadline - whatever it may be we are happy to provide this short term support for you.

Option	Commitment
½ day rate (3.5 hrs)	£100 (inc VAT)
1 day rate (7 hrs)	£150 (inc VAT)
2 days rate (14 hrs)	£250 (inc VAT)
2 days +	Negotiable

## Insight Club - Monthly Fee Retainer

It is our experience that organisations who are serious about achieving better results tend to think about the longer term. Resources are always scarce, but making a decision to invest in professional support will reap rewards and improve outcomes.

The various packages are detailed in the table. Any commitment is no longer than 3 months. By reviewing your agreement after this period you are always in control which provides comfort and flexibility.

Option	Commitment	Cost
Bronze	½ day per month (3.5 hrs)	£100 (inc VAT)
Silver	1 day per month (7 hrs)	£150 (inc VAT)
Gold	2 days per month (14 hrs)	£250 (inc VAT)
Platinum	2+ Days Per Month	Negotiable

For both options fees are based on either us travelling to you or working for you from our base - this will depend on the task being undertaken and decision will ultimately rest with you as to how best the time is spent. Any time spent travelling is not taken from your allocated hours and nothing extra is charged for travel.

**A grounded, honest and pragmatic approach to every situation, not interested in telling you what you already know and bring value to every task.**

## Additional benefits also include:

- Monthly email with summary of the latest opportunities in the sector (e.g. funding, training etc) which are relevant to Insight Club members;
- Providing networking opportunities for you and like minded organisations to share and learn from each other's practice and develop relationships for mutual benefit in longer term.
- Discounted fees for any Insight Solutions training and seminars as follows - Bronze members receive 20% discount, Silver members 50% discount and Gold and Platinum members go free

# Insight Solutions can support your staff, trustees and volunteers achieve a greater impact for the people you work with.

## To find out more...

Contact Fergal O'Donnell to arrange an initial no obligation meeting where we can discuss the package of support in more detail and begin to explore the focus of any relationship that may be taken forward.

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