

London Borough of Barnet CBAT Business Cases Confidence Level Indicator

Capacity to deliver

	High level of confidence	A moderate degree of confidence	Low level of confidence
Track record	<p>The organisation has an established and successful track record in the chosen areas of business</p> <p>And / or</p> <p>The organisation has engaged individuals with a successful track record of delivering in their chosen area of business</p>	<p>The organisation has some experience of delivery in its chosen areas of business</p> <p>The organisation business case sets out proposal for engaging individuals with a successful track record of deliver services in the chosen business</p>	<p>The organisation has no track record of delivery</p> <p>The organisation has no clear proposals for acquiring the resources necessary to deliver its business objectives</p>
Understanding the market	<p>The business case has demonstrates that the organisation has a clear understanding of its target market</p> <p>The organisation has a clear strategy in place for researching its target market</p> <p>The organisation has a clear marketing strategy</p>	<p>The business case has demonstrates that the organisation has some understanding of its target market</p> <p>The organisation has or is developing an outline marketing strategy</p>	<p>The business case has demonstrates that the organisation has little understanding of its target market</p> <p>The organisation has no strategy in place for researching its target market</p> <p>The organisation has a no marketing strategy</p>
Resources	<p>Staffing resources</p> <p>The organisation already have staffing resources in place to deliver its business plan objectives</p> <p>The organisation has identified the staffing resources necessary to deliver its business plan</p> <p>The organisation has provided a realistic projection of its staffing costs</p>	<p>Staffing resources</p> <p>The organisation's business plan gives consideration to the level of staffing resources necessary to deliver achieve its objective</p> <p>The organisation has provided an outline projection of its staffing costs</p>	<p>Staffing resources</p> <p>The organisation's business case does not demonstrate a clear understanding of the staffing implications of its submission</p>

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	Management resources The organisation has the management structure in place to deliver its business objectives The organisation has identified deficiencies in its management structure and has a realistic proposal in place to address these deficiencies	Management resources The organisation's management structure has most of the skills necessary to deliver its business case objectives The organisation has identified deficiencies in its management structure and has looked as some options to address these deficiencies	Management resources The organisation's management structure has clear deficiencies which are not addressed by the business case
	Financial resources The organisation's business plan has sound financial projections <ul style="list-style-type: none"> • Cost have been market tested against similar providers in the area • Direct and indirect cost have been taken into consideration • All sources of funding have been secured • The organisation has demonstrated that it has the capacity to raise the necessary level of resources 	Financial resources The organisation's business plan has financial projections where; <ul style="list-style-type: none"> • Some cost have been market tested against similar providers in the area • Some direct and indirect cost have been taken into consideration • All sources of funding have been identified but not yet secured • The organisation has most of the capacity needed to raise the necessary level of resources 	Financial resources The organisation's business plan lacks sound financial projections <ul style="list-style-type: none"> • Cost have not been market tested against similar providers in the area • Direct and indirect cost are not clearly identified in the business have been taken into consideration • Sources of funding have not been identified • The organisation does not have the capacity to raise the necessary level of resources
Activity schedule	The organisation's activity schedule clearly demonstrate <ul style="list-style-type: none"> • what activities will be delivered, • where activities will be delivered • who is responsible for delivering activities The activity schedule demonstrate that the	The organisation's activity schedule sets out some of the following: <ul style="list-style-type: none"> • what activities will be delivered, • where activities will be delivered • who is responsible for delivering activities The activity schedule demonstrate that the organisation has additional capacity which could be utilised	The organisation does not have a clear activity schedule The activity schedule demonstrates that the organisation is not making effective use of its community space and has not identified plans for doing so. The activity schedule is over optimistic and

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	<p>organisation is maximising the use of its:</p> <ul style="list-style-type: none"> • Space • Time <p>The organisation has offered under-utilised space to other community organisations</p>		<p>can't be delivered for the following reasons:</p> <ul style="list-style-type: none"> • There is not enough space to deliver activities • There is not enough time to deliver activities • There is not enough staff / volunteers to deliver activities
<i>Delivery partners</i>	The organisation has in place the necessary partnerships to support delivery of its business case	The organisation has identified the partners/ partnerships necessary to support delivery of its business case and has a realistic proposal in place for securing those partnerships	The organisation has begun the process of analysing which delivery partners it will need in place to support successful delivery of its business case