



Department for
Business, Energy
& Industrial Strategy

Paula Vennells
Post Office Ltd

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Dear Paula,

Following our Partner Organisation network event last month, I wanted to take this opportunity to provide you with an update on our new sponsorship model. As I underlined in my two recent letters to our Partners on the launch of the Industrial Strategy and planning for exiting the EU, you play a critical role in delivering the Department's priorities. Making sure that our engagement with you is right is crucial to achieving our joint goals.

New Sponsorship Model

Earlier this year you and your peers asked us to look at the way we work with you, to make this consistent across the Department, and to make clearer who was responsible for engaging with you from a sponsorship perspective. We took this message away and through workshops with your representatives, alongside conversations with our policy and corporate services teams, we identified three key needs:

- A transparent, fair, rational and well-understood sponsorship model;
- Tailored support that recognises individual complexities; and
- Effective and efficient processes and systems.

Transparency

We talked about this new model at our recent network event and I have annexed the presentation we gave setting out the detail on 'Working Together'. Today, I am writing to CEOs and Chairs of our Partners to confirm their sponsors and their roles, the overall aim of which is to help us engage with each other in a consistent and coordinated way.

The Post Office's arrangements with UKGI will continue as is. However I am keen for you to have a direct line into BEIS as well to cover issues at POL which cut across BEIS related areas (e.g. the corporate governance reform agenda, employment regulation, impact of exiting the EU etc). We are looking to finalise your contacts for policy and governance to complement your current contact at Ministerial level who, as you will be aware, is Margot James MP. In the interim Kate Marshall kate.marshall@beis.gov.uk (Deputy Director, Partnerships Team) will be available to pick up any issues you might have.

The arrangements we are putting in place across the department have three aims:

- Amplify your existing sponsorship arrangements with UKGI, rather than replacing or duplicating them;
- Identify issues you face that may be common to many or all of our Partners, and which may be better resolved collectively; and

- Leverage our capability and power of representation (as a major sponsorship department) to promote yours and our interests and needs with the centre: No10, HM Treasury and Cabinet Office.

UKGI will continue to liaise closely with BEIS sponsor colleagues to ensure that their work remains aligned with the Department, and I expect that these new processes will more easily facilitate that, giving UKGI a number of key “go to” contacts.

Effective and efficient processes and systems

As a former CEO of a Partner Organisation, I know how processes and systems can impact on operations and governance arrangements. Through our new sponsorship model, I expect to see improvements in decision-making and approvals in areas where we are providing advice and/or services to you, e.g. managing public appointment processes (including pay and diversity matters); clarifying classifications and delegations; sharing talent and expertise.

At our recent network event, which you very kindly hosted, we set out progress made during the course of the year, and highlighted some areas where we are making slower progress (e.g. attracting more diverse candidates to senior positions across the BEIS network). We are working hard to address these, and we will update you on progress at our next network event, which will take place on 19 April, 2018.

Our Partnerships Team, which leads on the overall framework for engagement and ways of working, is on hand to address any questions you may have. Also if you have any immediate feedback or ideas for the next Partner network event please do get in touch with [kate.marshall@](mailto:kate.marshall@gro.gov.uk) 



GRO

Alex Chisholm