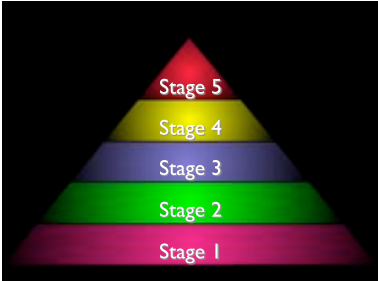
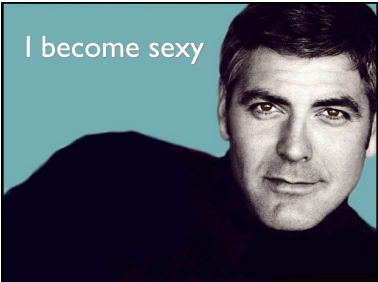


From the NHS to Social Enterprise

Dave Dawes
 Entreprenurses CIC
www.entreprenurses.net



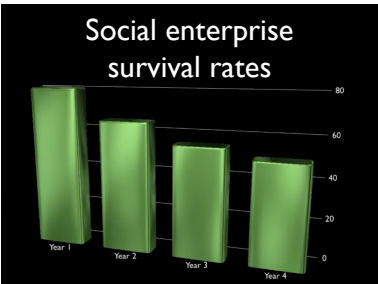
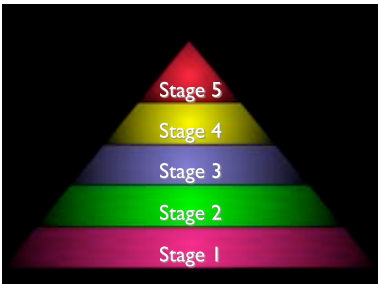
Gamekeeper turned pheasant



Stage 2 - Business model

96	Richard	SB&T
97	Nick	?
98	Nick	?
99	Simon	?
00	Nick	Nick
01	Richard	Northampton
02		

95 - Dave Currie



- Risk of failure
- Risk of bankruptcy
- Lack of certainty
- Poor support
- Fear
- Isolation
- Did I mention risk?
- Control of your own life
- Living your dream
- Creativity
- Innovation
- Passion
- A chance to make the world a better place

Stage 2 - Business model

	PCA	SB&T
96	Michael	3
97	Michael	3
98	Michael	3
99	Michael	3
00	Michael	3
01	Rachael	Norbert/Gabriel
02		

85 - Dave Currie



EPOCH Model

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



EPOCH Model

What are you **EXCELLENT** at?
Which **PEOPLE** could you benefit?
What **OUTCOMES** would you have on these people?
Who would **COMMISSION** this?
HOW much would they pay?



Stage 3 - legal & organisational



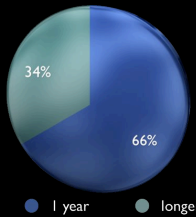
Form follows function



Stage 4 - start-up funding and contracts



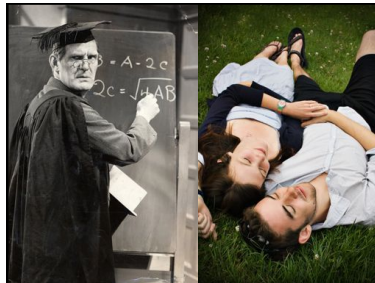
Public sector contracts



Opportunity costs - £3.6m



Stage 5 - Launch



Limbox vs Cortex





Biggest mistakes



The importance of cashflow



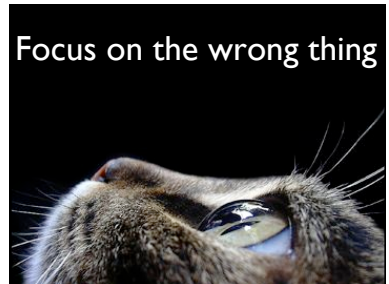
Survivorship bias



Sex advice from virgins



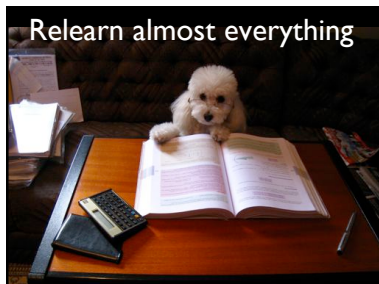
Choose the wrong partners



Focus on the wrong thing



Copy the NHS



Relearn almost everything



Pressure

