

Case Study 4 - Blue Sky

Founded in 2005 Blue Sky employs ex-offenders to provide commercial grounds maintenance and waste management services to local councils and housing associations.



2012
Turnover: £1,398,000
Full Time Staff: 14
Part Time Staff: 3
Ex-Offender Employee: 132

2013
Turnover: £1,682,000
Full Time Staff: 14
Part Time Staff: 3
Ex-Offender Employee: 116

Activity: Deloitte worked with Blue Sky on two key pieces of work in the past year. As a primarily public sector-facing business at present, the first was a review of government procedures on employment of ex-offenders. This included having a member of Deloitte staff with the Blue Sky team for a week to understand their business inside out before then feeding back into the strategic consulting team.

The second was getting a Blue Sky team into Deloitte's own kitchen: accessing the supply chain. Following close working with the central Pioneers team and senior members of the Deloitte procurement team, there is now a Blue Sky employee in the kitchen of Deloitte's London office, and more are set to start work soon.

Impact: Both pieces of work have had a significant impact on Blue Sky. According to their Chief Executive Mick May, the research was "an outstanding piece of work" which "very few organisations could have carried out". As well as reaffirming that their overall strategy was the right one, it has also strongly influenced their future lobbying strategy.

The supply chain work has been a 'game-changer' for Blue Sky, as it is the first time they have managed to get employees into a city firm. The effect is far beyond that one initial employee as it has already opened conversations with other firms who have said "if it's good enough for Deloitte, it's good enough for us" - this potentially creates a major new market for Blue Sky in the private sector, through which they can dramatically increase their impact.

Future: The private sector, and contract catering in particular, are now major growth areas for Blue Sky. As a result of their participation in the Pioneers programme, Blue Sky now have a track record within this sector on which to expand, something which, in their own words, "reflects huge credit on Deloitte."

www.blueskydevelopment.co.uk

"In terms of innovation and proof of concept in catering, our supply chain work through the Pioneers has been dramatic. And the consulting work has been of great strategic importance."

- Mick May, CEO, Blue Sky