

"I can offer any prospective business partners a real commitment from a workforce who are interested in delivering excellence. They don't settle for mediocrity, they want to be the best and they will do everything within their power to ensure that any business partnership is a huge success."

John McLaughlir Director – HMP Altcours

FREQUENTLY ASKED QUESTIONS

- **Q** "I need a highly skilled workforce. What can you do to ensure you can provide me with people who have the skills I need?"
- A We carry out a skills analysis of the current prison population to ascertain whether we can provide the required skills straight away or whether we need to look into developing a training course designed in conjunction with your business.
- **Q** "My business works to tight deadlines. How can I be sure you can meet these?"
- A We already work with many satisfied businesses and you are welcome to ask for references from them as to our ability to meet and exceed deadlines and targets.
- **Q** "What happens if I'm unhappy with the quality of the work that is produced?"
- A Quality control is built into every work opportunity we provide or engage with and your quality standards and tolerances will be discussed on an individual basis in order to meet your requirements.
- **Q** "What restrictions will there be on how I operate inside the prison?"
- A The prison is a secure environment and security is of paramount importance to us; nevertheless, G4S can nearly always work with you to find solutions that mean we can accommodate your business requirements. All you need to do is ask.

- **Q** "What do I need to pay the prisoners?"
- A Payment is discussed on an individual basis and depends on the nature of your business, the skills required of the prisoners and any training they may need to meet your business needs. We understand that you need to make a profit and that a partnership with us must make commercial sense.
- **Q** "Will I have to pay G4S anything to set up my business in the prison?"
- **A** This will depend on your business requirements and the facilities currently available in our prisons.
- **Q** "What sort of contract would I have to sign with G4S would it tie me into a certain timescale?"
- **A** We are happy to explore one-off contracts through to long-term partnerships and as such tailor contracts to suit your company's specific business model.
- Q "I'm interested in working at one of your prisons but understand there's another business already based there. Can I still get involved?"
- A We want as many businesses as possible to get in touch with us. Our prisoners have a range of skills and we provide a range of activities and occupations to reflect this. Just because another business is working with us, doesn't mean we don't have room for more.







WHERE CAN I FIND OUT MORE?

Watch our 'Working Prisons: Working People' film on YouTube, at:

www.YouTube.com/G4SUK

Visit our website at:

www.g4s.uk.com/workingprisons

Contact:
Simon Newberry,
Director of Strategic Partnerships

Custodial & Detention Services G4S Care & Justice Services Orchard Court 3, Binley Business Park Coventry CV3 2TQ

Email: workingprisons@uk.g4s.com

WE CAN HELP YOUR BUSINESS GROVV. COME AND TALK TO U

G4S CARE & JUSTICE SERVICES







"This business has been built by the guys in the prison. Forget the bars and the barbed wire; there is an amazing opportunity for many businesses to investigate how they access an incredible talent pool that happens to be within a prison."

Hedley Aylott, Founder & Managing Director – Summit Media



David Norburn, Managing Director – Norpro



INTRODUCTION

G4S is the leading private provider of prison management in the UK, and from April 2012 will manage six prisons on behalf of the Ministry of Justice in England and Wales, with a combined population of around 7,000 prisoners.

We believe prisons should be places of both punishment and rehabilitation, with prisoners provided with the opportunity to turn their lives around, so they are less likely to reoffend on release. This outcome benefits society and it benefits the economy.

We support the UK Government's aim to make prisons places of purposeful activity and hard work.

This guide is designed to help businesses like yours to benefit

WORKING PRISONS - THE BENEFITS TO BUSINESS

As a successful FTSE100 company and the second-largest commercial employer in the world, G4S understands what makes businesses tick. We understand what you need to succeed and grow, and our prisons provide the ideal environment for almost any type of business, from large-scale manufacturing, to highly-specialised digital media. As a private company, we understand your need for flexibility to meet your requirements and we have delivered results for over a decade.

- Our six prisons have a range of secure workspaces available for businesses to use, from small offices to large, state-of-the-art manufacturing facilities
- We have a variety of locations around the UK to choose from: Birmingham; Liverpool; Wolverhampton; Rugby; Bridgend and Hull
- You will be supported by a senior management team, business-support facilities and qualified instructors/work coordinators
- We bring a non-bureaucratic approach and the willingness to listen and provide flexibility to accommodate your business needs

- We have a dedicated, motivated workforce with a range of skills, ready to work around your needs and to your exacting standards
- We already have around 400 prisoners working 40 hours a week and many more working part time in support functions (e.g. cleaning, catering, laundry and grounds maintenance) that help keep our prisons running smoothly
- You'll enjoy reduced operating costs and minimal overheads
- You benefit on a commercial level, while also contributing to turning around the lives of offenders, giving them the chance of rehabilitation, and ensuring they are ready, willing and able to work on release from prison.

G4S prisons have an established and vibrant working culture from which any business can benefit.

WHERE IS THIS ALREADY WORKING?

There are a number of commercial companies that have benefited from working inside our prisons:

Summit Media offers online marketing and brand awareness to blue chip companies as well as brand monitoring and web site analysis. Summit Media can monitor and adapt your online presence to drive traffic to your site and provide information about how your brands are performing on the Internet. From its early beginnings II years ago inside the walls of HMP Wolds, the company now has a global presence, an impressive client list that includes many high street names, and a £30million turnover.

Norpro manufactures office furniture and metal components from within converted metal workshops at HMP Altcourse in Liverpool. The company has worked successfully with the prison to turn the workshops into a full manufacturing site, dealing with the complete end-to-end manufacturing process, from receipt of raw materials, to dry-powder coating, packaging and despatch to customers. The factory is now handling work that was previously manufactured in India.

Enterprise iMedia provides a range of services to help small businesses market themselves, but can also undertake work for

larger projects. It offers services such as costeffective web design and hosting, which can help small and large businesses alike create an Internet presence at a small price. It also creates web videos, corporate DVDs, brochures, printed mugs, T-shirts and coasters, as well as helping to market and monitor web presence.

These are just a few examples of the types of work we currently undertake for various businesses, but we can do much more:

- Joinery and woodworking services producing quality, bespoke garden furniture, ornaments and other wooden furniture products to order
- Laundry services for hotels and restaurants
- Textile manufacturing producing bedding, clothing and curtains
- Recycling operations breaking down machinery into component parts, including the recovery of precious metals such as gold
- Printing leaflets, signage, papers and publications at high quality and in large volumes.

There is practically no business type or sector we cannot accommodate. We provide the premises and the workforce – you provide the ideas.