



PRESS RELEASE

To: News Desk
From: Excalibur Procurement Services Ltd.
Date: 8th March 2010

“WE WILL INVEST OUR PROFITS INTO DEVELOPING THE COMMERCIAL SKILLS OF THE THIRD SECTOR”

The Managing Director of private sector service provider, Excalibur Procurement Services Limited, has today announced that from the 1st April 2010 the organisation will move to a new corporate model that will see it investing 80% of its pre-tax profits into third sector organisations.

The cash injection will fund the provision of free commercial support, guidance and training to front-line third sector organisations and help to alleviate the funding shortfall faced by so many charitable and voluntary organisations.

Commenting on the announcement, Managing Director Ian Clarke said:

“Budgets within the third sector are tightening just as it is being asked to shoulder an ever increasing burden in respect of the provision of both frontline and essential support services. Excalibur believes that its adoption of a social enterprise model, which sees much needed funding reinvested where it is needed most, is the right action at the right time.”

Ian Clarke went on to say:

“There was a lot of scepticism from traditional ‘for profit’ consultancy organisations when we announced our ‘not for profit’ approach. However we believe that if we are not being driven by payments to shareholders and other investors, we are in fact offering a fairer and more equitable business model to those we serve”.

NOTES TO EDITORS:

1. The Hampshire based commissioning and commercial management specialist has worked on a number of high profile projects in both the public and private sector and has an enviable reputation for delivering quality projects on time and within budget.
2. The move to a social enterprise business model means that from 1st April 2010, Excalibur will voluntarily carry out its business activities with a strong focus on providing shared commercial benefits with the third sector.
3. Previous quotes from Ian Clarke:

“In the past, Excalibur has been fortunate in being a profitable organisation that had a small but dedicated team of professionals delivering quality services. This new corporate model allows us to continue to pay competitive salaries to our staff, whilst at the same time allowing the third sector to benefit from our success.”

“Historically, Excalibur has always striven to maximise profits whilst providing cost effective and affordable services to the public and private sectors. Using this model we will continue to do so, but instead of paying profits to shareholders we will now be investing that money into the third sector.”

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