

Using PQASSO in a Community Interest Company (CIC)

PQASSO is the leading quality standard for the third sector, and was developed for the sector, by the sector. Its flexibility means it can be used by all types of organisation, including charities, social enterprises, community interest companies and community groups. PQASSO will help a trading organisation with a social purpose make sure that it focuses on this purpose and help it to address many of its key organisational issues.

Will PQASSO cover all areas of our work?

PQASSO was designed primarily for non-profit organisations, and it may not fully address issues relating to generating a financial surplus from trading for the benefit of a community of interest.

PQASSO may not provide sufficient assurance in the following:

- sales marketing and market positioning
- market and product development
- buying/procurement
- dealing with uncertainties around sales volumes
- pricing and break-even analysis
- cash flow monitoring and management
- investment, asset management and balance sheet issues.

Additionally, PQASSO does not address the following issues specific to CICs:

- interests of shareholders
- transparency and the community interest report
- relations with charities for which they raise a profit
- specific methods of raising funds, for example, loan financing
- respective roles of executive and non-executive directors.

Can we overcome these limitations?

CES can help you to address these areas of your organisation by working with you to create a bespoke PQASSO adaptation. CES offers two adaptation options:

- a full tailoring of the PQASSO standards for your purposes
- using the existing standards as a basis for you to add your own additional organisational or service standards.

Every organisation has its own particular structure and culture, and its approach to addressing issues of quality and continuous improvement will vary according to their context.

Visit our website to find out more:

www.ces-vol.org.uk/adaptations

Or contact CES to discuss which option might be best for you on **020 7713 5722**