THE BRIEF

Objectives:

• to highlight links to other legislation; Community Empowerment Act/ SDS etc
• to gain an understanding of the opportunities Strategic Commissioning creates for the Third Sector
• to outline how the Third Sector can best be prepared
KEY NATIONAL DRIVERS

- Public Bodies (Joint Working) (Scotland) Act
- Children & Young People (Scotland) Act
- Social Care (Self Directed Support) Act
- Procurement Reform (Scotland) Act
- Community Empowerment (Scotland) Act
- Community Planning & SOAs
- NHS Quality Strategy & 20:20 Vision
- Care Group Strategies
- Human Rights – Scotland’s National Action Plan
- Impending Legislation – including for Carers & Criminal Justice
LEGISLATION

Community Empowerment (Scotland) Act
- Local Outcomes Improvement Plan

Procurement Reform Scotland Act
- Sustainable Procurement Duty
- Procurement Strategy & Annual Report

Self Directed Support (Scotland) Act
- 4 Options
Health and Social Care example of the wider planning landscape

**NHS**
- Local Delivery Plan
- Clinical Strategy
- Unscheduled Care Bed planning
- Quality Plan
- Care Group Strategies
- Regional Planning

**COMMUNITY PLANNING**
- Community Plan
- Prevention Strategy

**STRATEGIC PLAN**

**SPECIAL NEEDS ASSESSMENT**

**WORKFORCE**

**SOCIAL WORK**
- Service plans and budget plans
- Care Group Strategies
- Child Protection Plan
- Adult Protection Plan
- SDS Plan

**HOUSING**
- LHS
- SHIP
- Homelessness Strategy

**LA CORPORATE**
- LA Strategic Plan
- Finance & budget plans
- Capital & asset plan
- SOA
- Public Protection Plan
- Integrated Children’s Services Plan
- Procurement strategy
Falkirk Integrated Strategic Plan

Vision

*To enable people in the Falkirk Council area to live full and positive lives within supportive communities*

Outcomes

- Self-Management
- Autonomy and Decision Making
- Safe
- Experience
- Community Based Supports
Why Change is Necessary

Higher public expectations of health and social care services as more people live longer and into very old age, with an increasing prevalence of illness, particularly chronic conditions, supported by new medicines and technologies, which together with inflation make the system less financially sustainable each year.

And not just a sustainability challenge, a quality challenge
Our Systematic Approach

We are taking a systematic approach to change, to ensure that improvement and redesign is taken forward in line with evidence based need. The process is ongoing and includes:
Strategic Commissioning

‘Strategic commissioning is the term used for all the activities involved in assessing and forecasting needs, links investment to agreed desired outcomes, considering options, planning the nature, range and quality of future services and working in partnership to put these in place.’

SC National Steering Group 2012
Commissioning Cycle

- **Analyse**
  - Legislation and guidance
  - Population needs assessment
  - Review service provision
  - Resource analysis
- **Review**
  - Review strategic outcomes
  - Review strategy and market performance
- **Plan**
  - Gap analysis
  - Commissioning strategy
  - Service design
- **Purchasing/Contracting**
  - Assess individual needs
  - Identify intended outcomes
  - Analyse providers
  - Develop service specifications and contracts/SLAs
  - Purchasing plan
- **Outcomes for people**
  - Contract monitoring
  - Review individual outcomes
  - Contract management
  - Arrange services and supports
  - Market/provider development
- **Do**
  - Manage provider relationships
  - Capacity building
  - Review provider performance
  - Manage provider relationships
Market Facilitation Plan

We aim to be:

• **Accessible** – our decisions are visible and open to fair challenge;

• **Accommodating** – by facilitating participation of smaller and local providers in any new forms of contractual relationships we ensure diversity and choice;

• **Adaptable** – our frameworks and contracts have a greater emphasis on co-production and sustainability.
We Asked....

• Are there opportunities in strategically commissioning services?
• What are your concerns about strategic commissioning?
### You Said....

<table>
<thead>
<tr>
<th>OPPORTUNITIES</th>
<th>CONCERNS</th>
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<tbody>
<tr>
<td>Co-designed Performance Management Framework</td>
<td>Competitive culture hinders collaborative working</td>
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<tr>
<td>Learning by sharing</td>
<td>Capacity of organisations</td>
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<tr>
<td>A change of attitude towards Third Sector organisations</td>
<td>Duration of funding cycles</td>
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<tr>
<td>More collaborative working</td>
<td>Limited understanding of Third Sector role &amp; structures</td>
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<tr>
<td>Make use of social media</td>
<td>Communication mechanisms</td>
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<td>Better service user involvement</td>
<td>Financial constraints</td>
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Current Situation

Gather baseline information about what services are in place

Gather Evidence

• Local need
• Local demand
• Service User Involvement
• What works well?

Service Specification

• Outcomes
• Activity needed to reach outcomes
• Cost of service
• Performance Indicators

Commission Services

• Joint Working Agreement
• Small Grant
• Public Social Partnership
• Tender

Monitor & Review

• Establish monitoring arrangements
• Evaluate service
We are:

- Taking a phased approach
- Learning from other areas
- Developing longer term investment plans
- Developing ways of working with service users
- Focussing on outcomes
- Supporting commissioners to work with the third sector
- Potential de-commissioning of some services which no longer meet with HSCP priorities.
Further Support

PROCUREMENT / COMMISSIONING CLINICS

• pcu@falkirk.gov.uk
• One Morning per Month
• 6 x 30 Minute Slots
• Specific Questions
• Contact within Council
Further Support

SUPPLIER DEVELOPMENT PROGRAMME
www.sdpscotland.co.uk

Objective:  Assisting SMEs & TSOs become more capable of accessing and competing for public sector contracts.

How:  Events
       Workshops
       Webinars
       Website

Benefits:  It’s Free!!
Thank you

James King
Procurement Co-ordinator

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