

# Provider Event

## 21 October 2016

# EVENT OBJECTIVES

## Richard Howroyd

Head of Strategic Procurement & Commissioning  
Bath & North East Somerset Council

# INTRODUCTION

**Clr Vic Pritchard**

**Cabinet Member for Adult Social Care & Health  
Bath & North East Somerset Council**

# CURRENT STATUS OF THE PROGRAMME

Sue Blackman  
Programme Lead

# Preferred Bidder Update

**your care  
your way**

## Full Business Case Phase Three

November 2016

**Bath & North East  
Somerset Council**

**NHS**  
Bath and North East Somerset  
Clinical Commissioning Group

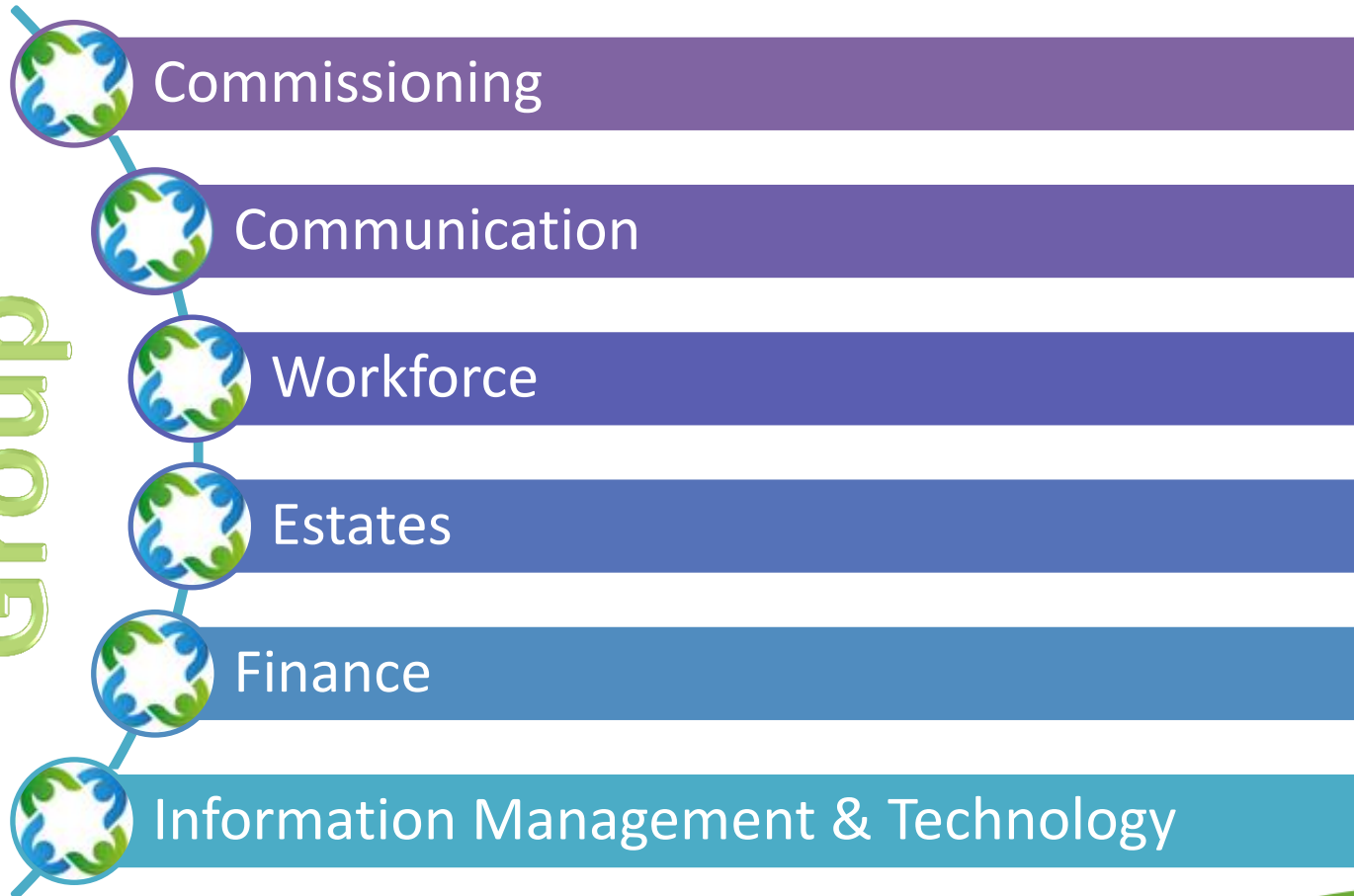
**NHS  
England**

**NHS Standard Contract 2016/17  
General Conditions (full length)**

# Preferred Bidder Stage Structure

Steering

Group



# Making it happen

Nov 16 to Mar 17

- Mobilisation

Apr 17 to Mar 18

- Transition

Apr 18 to Mar 20

- Transformation

# Key Dates

October  
**25**

Preferred bidder stage completed

November  
**03**

Publication of Full Business Case

November  
**10**

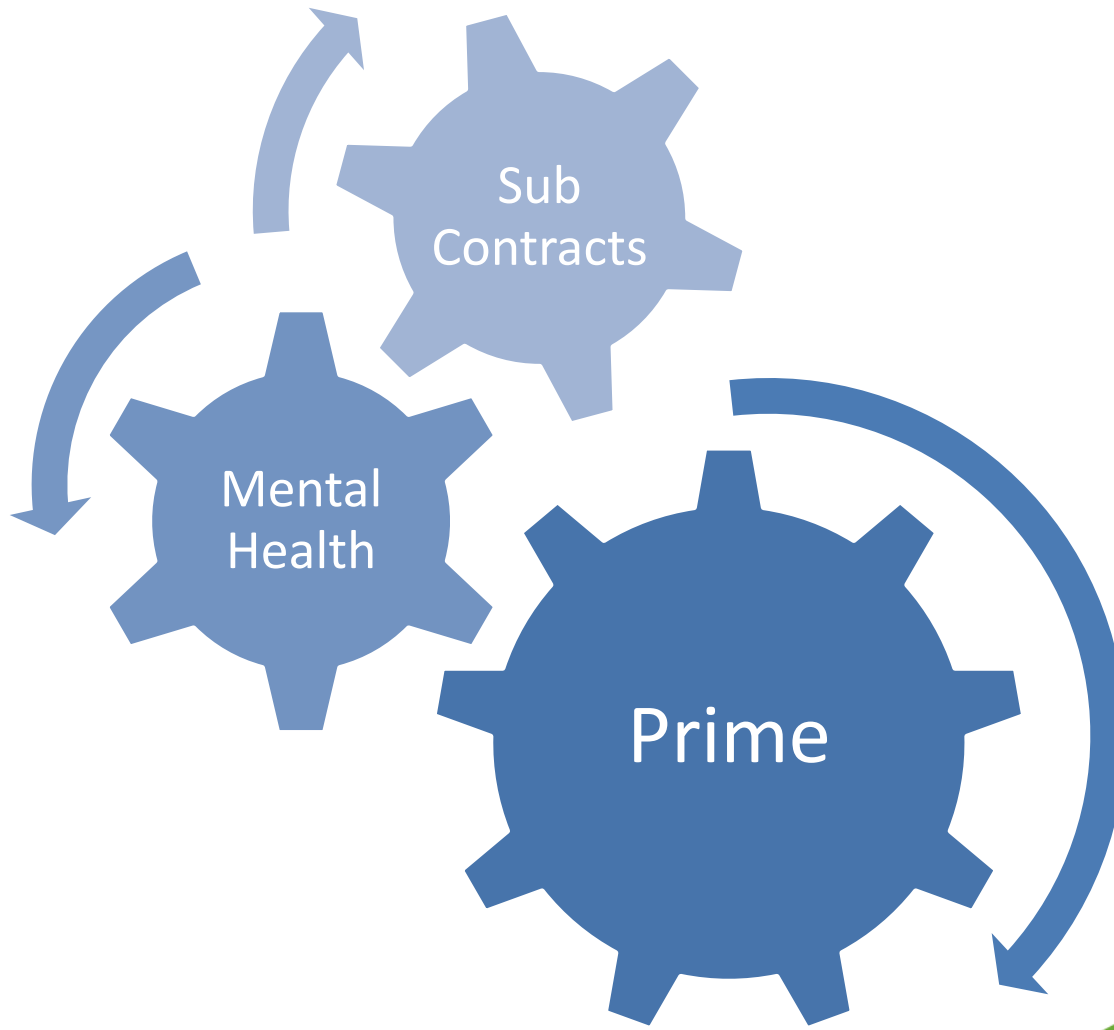
Full business case to governing bodies



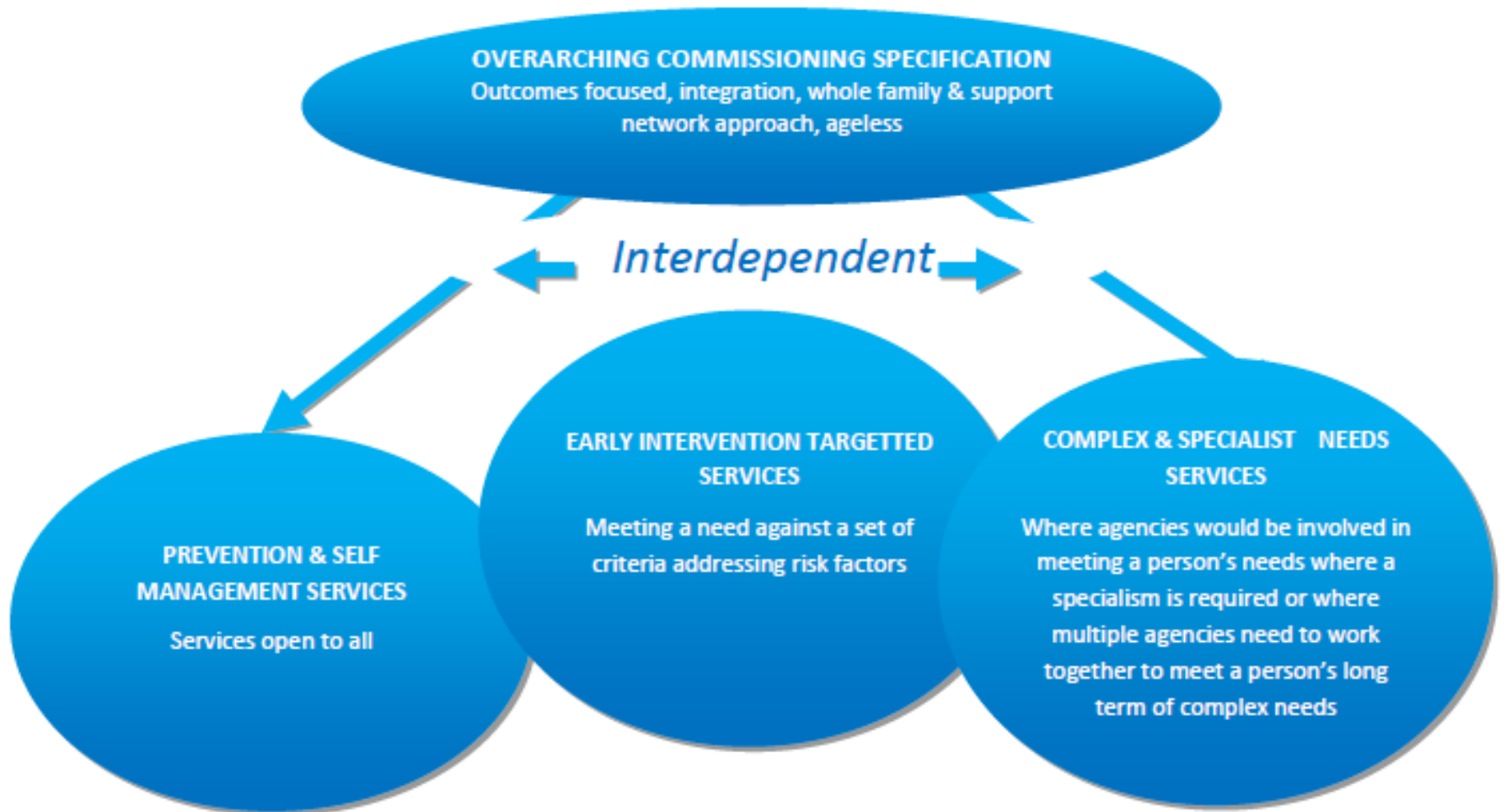
# THE FUTURE OF SERVICES

**Mike MacCallam**  
**Senior Commissioning Manager**

# Scope of the Prime



# Specifying Services



# Outcomes-Based Commissioning



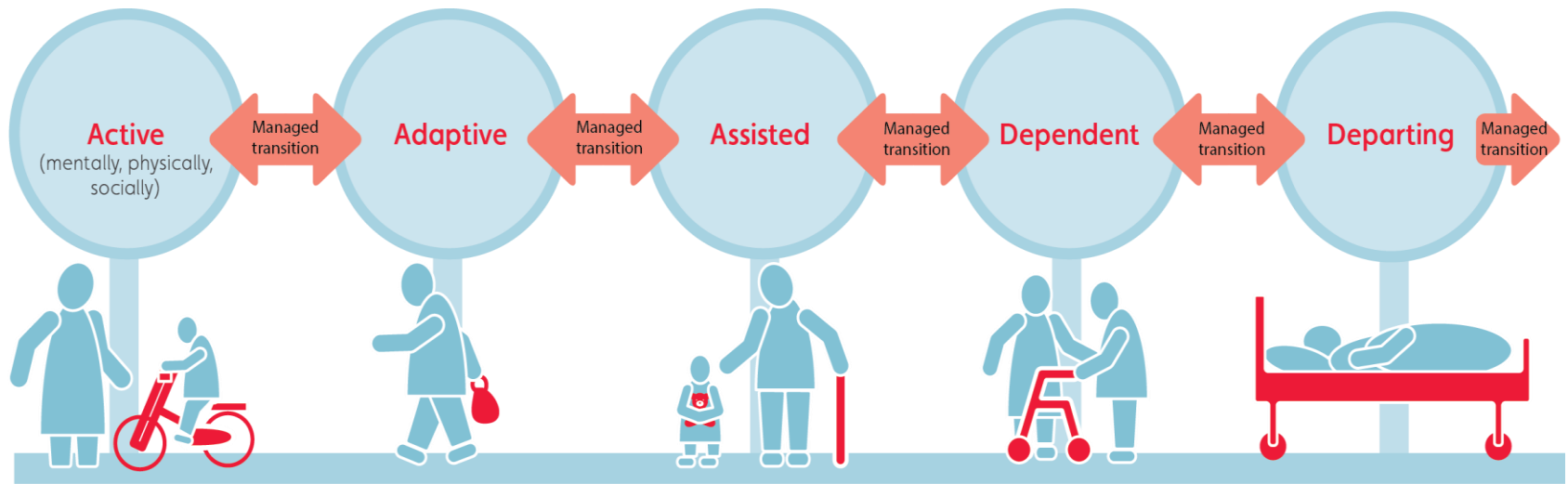
# Any questions?

# THE PRIME PROVIDER

John Shaw and Jo Scammell  
Virgin Care

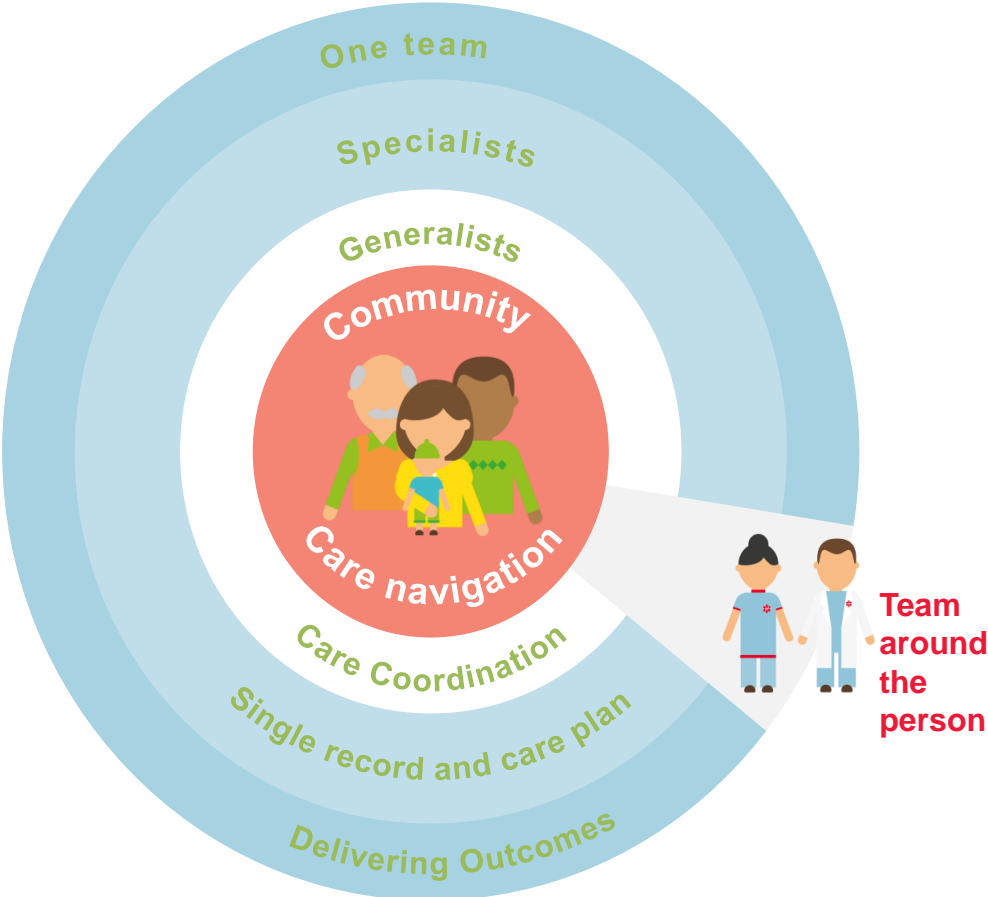


# Supporting needs at all life stages

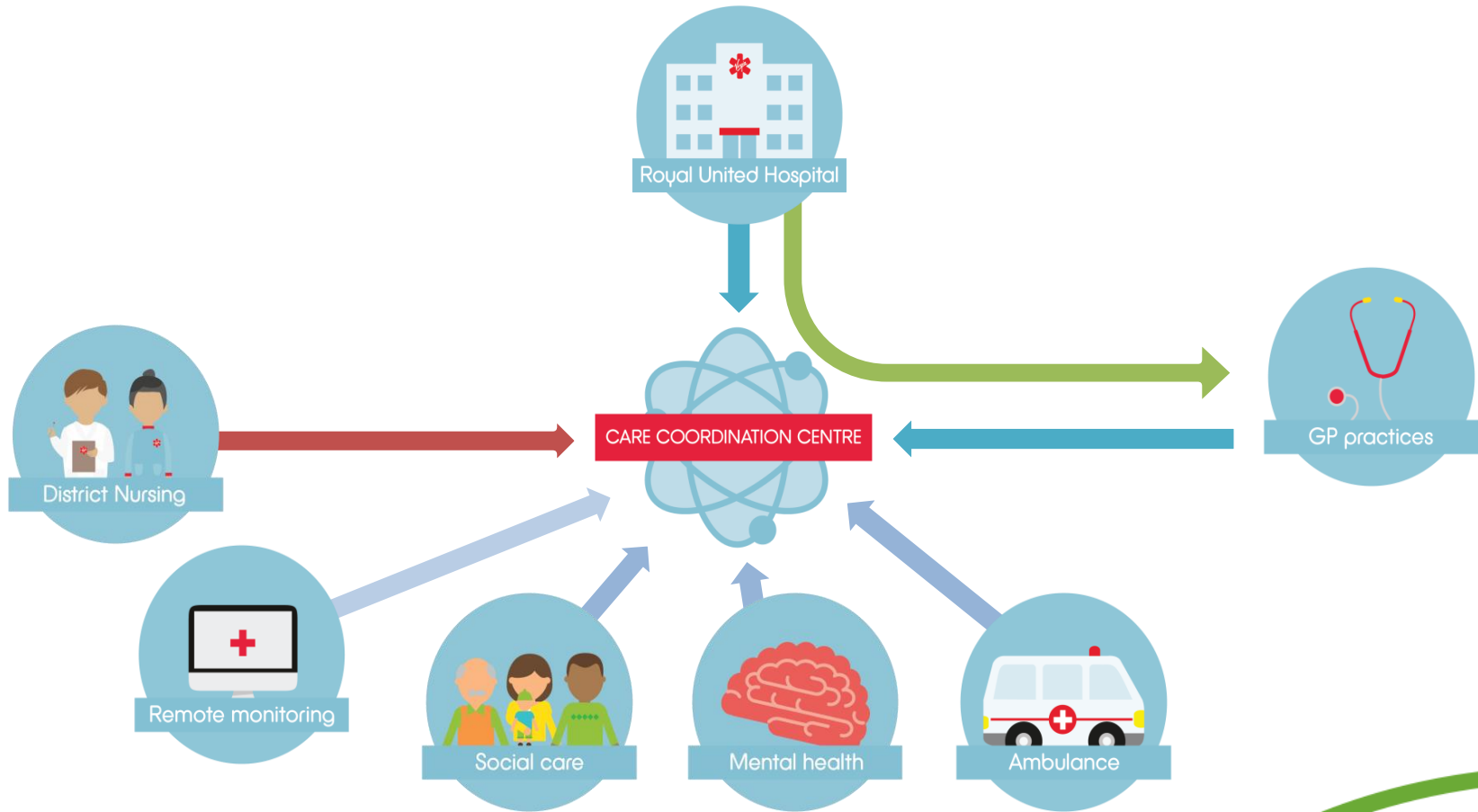




# Individuals being in control of their care



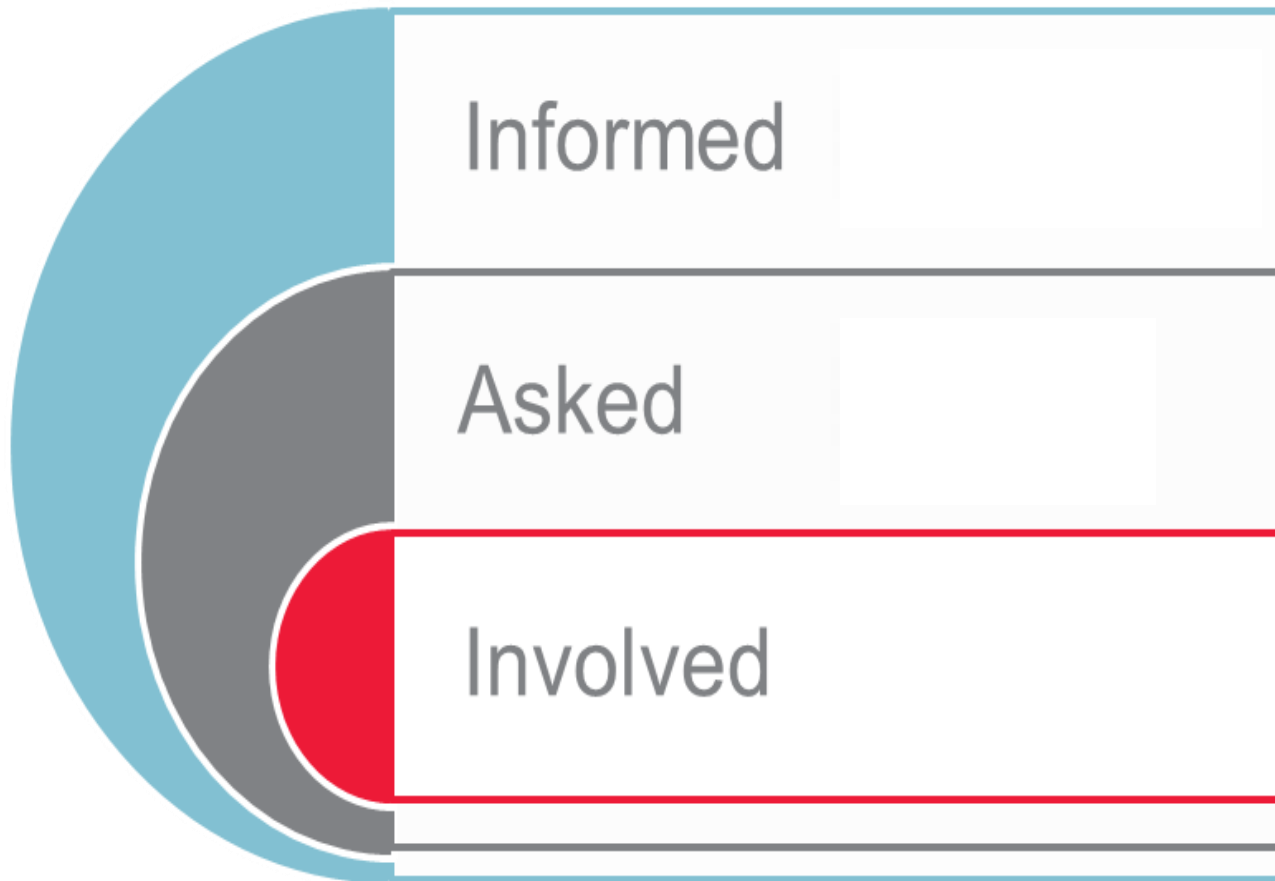
# Coordinating care



# Having your say: *your care, your way* forum



# Engaging with you all





# BATH AND NORTH EAST SOMERSET

Social care	A person not a condition	A single plan and joining up the information	Invest in the workforce
Focus on prevention	Delivering transformational change	Value for money and affordability	

# SAFE LANDINGS MOBILISATIONS

Establish relationships and agree processes with all exiting providers

Attend current provider joint consultation events

Set up email for all transferring staff queries to send emails directly to us! Circulate and update frequently asked questions

Commence 121s with transferring colleagues (personal details, photo, DBS/RTW checks)

DEPARTURES				
Flight	Time	Destination	Status	
VC 01 00	RECEIPT OF		BOARDING	
VC 01 00	ELI		ON TIME	
VC 12 00	COMMENCE		ON TIME	
VC 12 00	REGISTRATION		ON TIME	
VC 12 00	CHECKS		ON TIME	

ARRIVALS  
EVENT



Day 1 visits - deliver ID badges, arrivals packs, meet and greet

Type and day 1 letters



Early induction of transferring managers (to assist with safe transfer)



# Any questions?

# DYNAMIC PURCHASING

**Mike Pingstone**

**Associate Director of Procurement  
NHS South, Central and West  
Commissioning Support Unit**



# Dynamic Purchasing Systems (DPS)

- A form of framework
- Easy to get onto
- Open “approved list”
- Not necessarily ‘shut out’ once the DPS is let
- More opportunities for new providers
- More choice for care service delivery

# Traditional Framework v DPS

## Framework

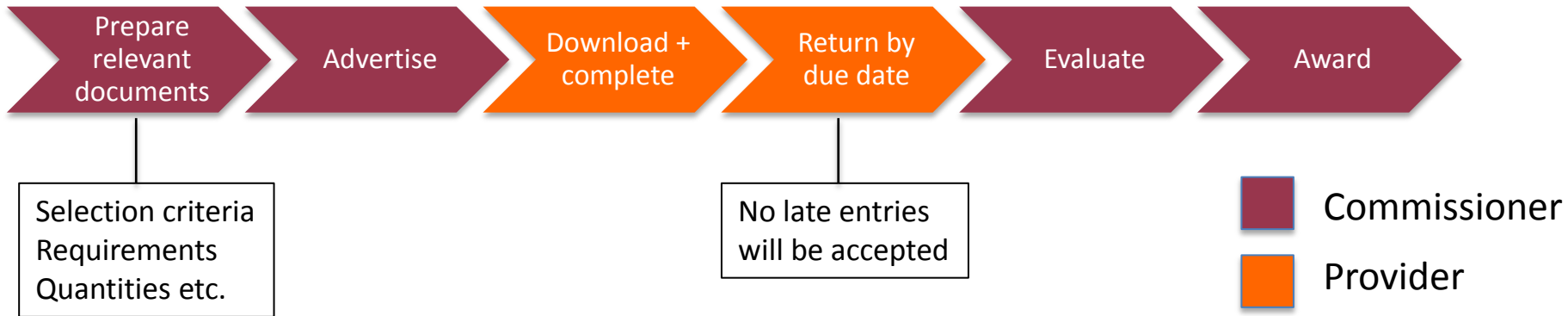
- No new entrants for duration
- Maximum length of four years
- Can be electronic or paper-based
- Award made by direct award or mini-comp

## DPS

- New entrants throughout the life
- No maximum length
- Must be entirely electronic
- Award made by direct award or mini-comp

# DPS Process

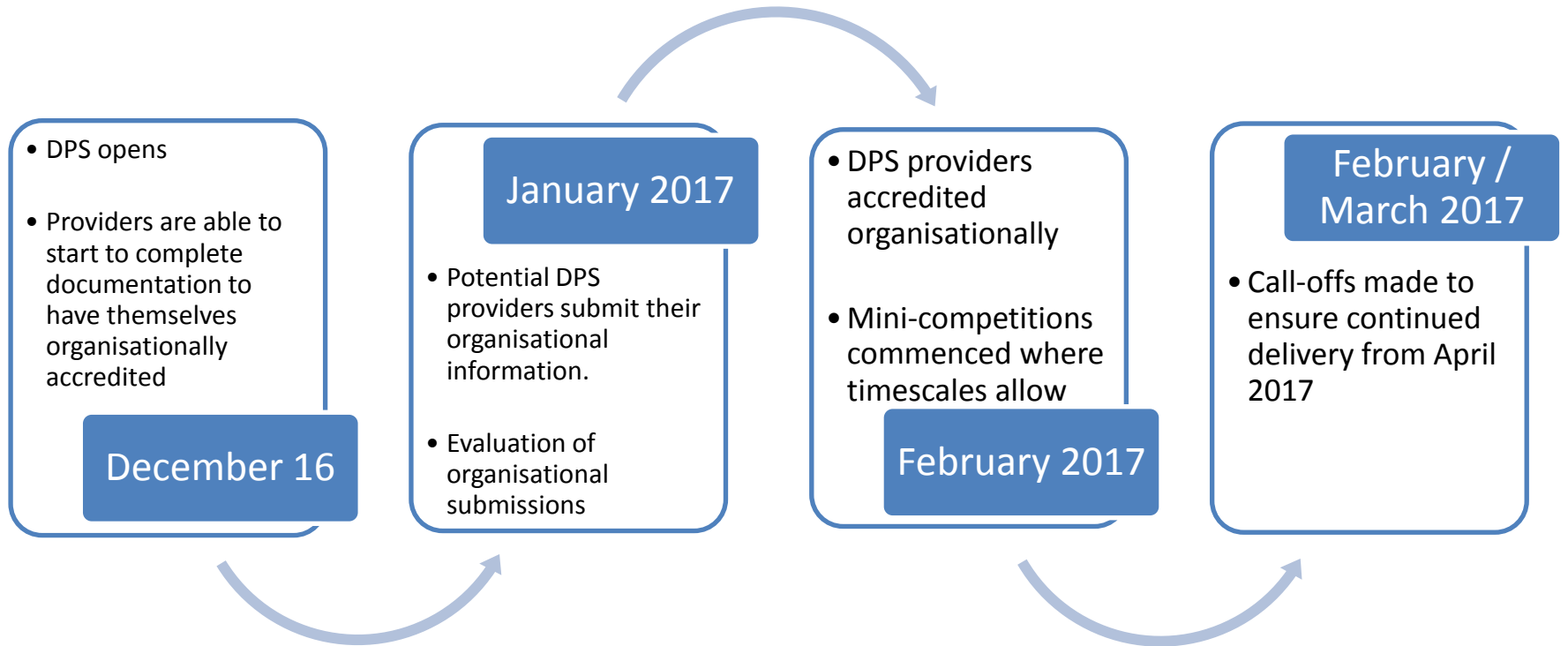
Initial set-up  
of the DPS



Joining the DPS  
at a later date



# DPS Process



# Readiness for the DPS

- The DPS will operate through the In-Tend system. It's free and easy to sign-up, so you can do it in preparation
- The first stage of the DPS is Accreditation. This gets you on the 'list'. We will be using the newly published Supplier Selection Questionnaire available from CCS. This is the new national standard document, so you can have it pre-populated ready for use at:

[https://www.gov.uk/government/uploads/system/uploads/attachment\\_data/file/558531/PPN\\_8\\_16\\_StandardSQ\\_Template\\_v3.pdf](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/558531/PPN_8_16_StandardSQ_Template_v3.pdf)

- You will be working closely with Virgin as a DPS provider, and it is intended that contracts will be managed by them on a day to day basis. We will be using the NHS Standard Contract and Sub-contract, so you should familiarise yourself with it, particularly and reporting or contract management requirements that may require new ways of working
- We are still finalising service descriptions – we'd welcome your input in this process

# Assurance

- All being well, Virgin Care will be contracted as the prime provider from 1 April 2017. We are in active discussion as part of the preferred bidder phase to develop any necessary phasing of DPSs (recognising different priorities and contract end dates etc.)
- Some services that are in-scope of the YCYW programme have a contract expiry beyond 1 April 2017. We will not attempt to foreshorten these contracts to bring them in line with the 1 April 2017 start of YCYW.
- Virgin Care will be the CCG and the Council's key partner in the delivery of integrated community services for the contract term and take on a leadership role in the wider community health & care system.
- This doesn't mean the CCG and Council will be 'hands-off' for the next 10 years. We retain ultimate accountability for the commissioning of the services.

# DPS System

The DPSs will be undertaken through an e-procurement portal called **In-Tend**.

All stages will happen in In-Tend

Becoming registered on In-Tend is very straightforward, but please register your organisation at:

<https://in-tendhost.co.uk/scwcsu>

If you have any problems with using In-Tend, please contact:

[Procurement@swcsu.nhs.uk](mailto:Procurement@swcsu.nhs.uk)

# Who's who

## Key people:

Mike Pingstone – Procurement Lead (NHS)

E-mail: [michael.pingstone@swcsu.nhs.uk](mailto:michael.pingstone@swcsu.nhs.uk)

Becky Harris – Clinical Procurement Assistant

Tel: 0117 984 1508

E-mail: [rebecca.harris@swcsu.nhs.uk](mailto:rebecca.harris@swcsu.nhs.uk)

In-Tend - <https://in-tendhost.co.uk/scwcsu>



# Any questions?