

Residential and Nursing

Provider Engagement Event

14th July 2023



Agenda

- 1) Welcome and Introductions
- 2) Introduction to Single Framework
- 3) Engagement around current contract
 - *Discussion around what does and doesn't work*
- 4) Pricing Schedule

How can you input today

- .**Chat** – please leave any comments, suggestions or questions in the chat
- .**Breakout Sessions** chance to input as part of group discussions
- .**Feedback Sessions** – summary of group discussions
- .**After the event** – through email

please add your name and organisation in the chat

What is the Adult Social Care Single Framework?

- A simplified way to buy care and support
- Streamlining terms and conditions, quality assurance frameworks and tender processes
- Simpler, consolidated contractual arrangement
- Enable flexible financial management across the care ladder
- Improving outcomes for the people we support.

Why are these changes being made?

- Currently 4 large frameworks (and additional spot contracts)
- Each with a different structure, term and conditions and approach.
- Out of date commission model
- Ineffective use of resources
- Siloed contracting and budgeting – stifling innovation

What are the benefits?



More staff time available for value adding, transformation, innovative commissioning and quality assurance.



Improved procurement compliance



Clearer relationships with providers and stakeholders



A mechanism for integrated commissioning

What will the Single Framework look like?

Overarching Service Specification, Terms & Conditions,
Pricing Schedule & Quality and Performance Framework



Will there be any changes to the Residential and Nursing service model?

Minimal change to current service specification

All age service specification remains

Pricing mechanism remains- use of Bristol rate and Nationally benchmarked guide price

How will I be involved and kept informed?



Providers will be invited to any planned engagement events



Single Framework to be a regular standing item at the partnership meeting and provider forum agendas



Further information will be published on the [Single Framework webpage](#)

Any Questions?

Discussions

Thinking about the current Care home framework, contract and commissioning model....

Breakout session 1

- what are the current Challenges and opportunities for change?
- What would be your priorities in any service change?

Breakout session 2

- what is currently working well?
- Are there examples of good practice or innovation occurring?
- How can we improve future commissioning and service transformation in line with commissioning strategies?

Feedback

Break

ASC Framework

Pricing Schedule Engagement

Summary

- As part of our Care Act duty, we must give due regard to quality and market shaping that ensures sufficiency of supply in the local social care market.
- Statutory duty to be transparent in it's our approach to procurement that demonstrates value for money utilising public money as part of the purchasing budget.
- The aim of this section of the framework is to provide due regard to the market and allow for consistency of pricing that helps shape the development of new and existing provision in a manner that
- We want to get your feedback and views about future approaches to the pricing schedule.

Pricing Schedule

- The Pricing Schedule will form part of the wider framework contract alongside the overarching specification, terms and conditions. Individual lots will focus on specific care types.
- The schedule defines how pricing will be managed by both the Commissioner and the Provider and outlines an approach to costs associated with the delivery of services across the care ladder.
- The Schedule outlines a combination of fixed cost and guide price approach to pricing within the lots of the Single Framework.
- Fixed price methodologies apply where the need and delivery is in areas with more predictable structure.
- Where this is not possible then a guide price approach will be taken against nationally recognised benchmark data to understand and agree pricing.

Pricing Schedule Benefits

- Consistency and transparency in pricing approach across services
- Enables robust financial management across the care ladder
- Promotes a sustainable local social care market
- Increases sustainability of budgets for providers and BCC
- Reduction in off framework spend
- Enables effective benchmarking

Residential and Nursing

- Where the service is registered for the delivery of care and support to people with an eligible need of Frailty or Dementia a fixed rate cost will apply.
- Where the service is registered for the delivery of care and support to people with the remaining eligible needs of learning disability or mental health support the Commissioner will employ a standardised guide price approach using recognised modelling.
- The provider will need to use the method selected by the commissioner to benchmark and agree price against need. The use of core, shared and 1:1 hours will be applied consistency to achieve best value. Support will only be commissioned against eligible need.
- Additional 1:1 hours over and above core provision must be clearly evidenced to the assessors' satisfaction and only following full utilisation of core hours.
- Where the provider exceeds nationally benchmarked costs it may affect the priority in which work is offered and the commissioner reserves the right not to purchase where rates exceed benchmarks.

Supported Living

- All new supported accommodation will be managed using national benchmarking tools to determine appropriate rates that take account of the assessed need.
- When applying to joining the framework providers must clearly state the amount of background support that each provision delivers as part of the shared hours including **Waking night (including length), Sleep In, Background support - 24-hour support or fixed times.**
- The price must reflect the price at full occupancy.
- Where the provider exceeds national benchmarks, it may affect the priority in which work is offered and the commissioner reserves the right not to purchase where rates exceed benchmarks.

Extra Care Housing

- All new extra care provisions and placements will be managed using national benchmarking tools to determine fair and appropriate rates that take into account the requirements of the assessed need.
- The use of core and 1:1 hours will be applied consistency to achieve best value. Where 1:1 hours cannot be evidenced they may be reduced.
- When applying to joining the framework providers must clearly state the amount of background support hours that each provision delivers as part of the basic core funding including Waking night or sleep in (including length) and Background support (24-hour support or fixed times).
- The price must reflect the price at full occupancy as the commissioner will not accept liability for voids on spot placements.
- Where the provider exceeds national benchmarks, it may affect the priority in which work is offered and the commissioner reserves the right not to purchase where rates exceed benchmarks.

Home Care

- Where the service is registered the Commissioner will employ a fixed rate cost. This is modelled on national and regional assumptions that include allowances for direct delivery, otherwise referred to as contact time. Non-contact time includes travel and organisational operating costs set based on averages specific to the area and benchmarked both regionally and nationally.
- Live in care delivered as part of the specification will follow a similar methodology with changes to allow for the lack of travel time and break allowances.
- Where the provider exceeds the fixed rate, it may affect the priority in which work is offered and the commissioner reserves the right not to purchase where rates exceed benchmarks.

Support to Access the Community & Day Opportunities

- To be confirmed dependent on consultation though likely to be hourly rate based on actual contact time and/or hourly rate range. Block contract price methodology to issued at further call off.

Direct Payment Support and Individual Service Funds

- Direct Payment Support - Dependent on consultation. Likely to be a menu of options depending on support requirements. Set price or maximum price per 'item'
- Individual Service Funds - Likely to be set price or percentage of total package for ISF broker. Providers operating under the other lots but accepting ISF will need to offer services at a cost no greater than the commissioned lot rate

Carers Support & Advocacy

- Carers Support - Annual contract value issued at the point of tender
- Advocacy - Annual contract value issued at the point of tender

Innovation

- For development of innovation in respect to pilots, test and learns or other areas outside of purchasing of other predefined lots, both parties reserve the right to review and agree any costings submitted as part of any activity undertaken within this lot.
- Any activity undertaken under this specification may be part of an open tender or direct award.

Implementation

- Currently working towards the new Single Framework through which the pricing schedule will be implemented.
- Methodologies to pricing on the various lots are intended to be used at the point of purchase to outline the purchasing Commissioners' approach to each subsequent lot.
- The Pricing Schedule will apply to services commissioned under the Single Framework; pricing of services agreed prior to this will not be retrospectively reviewed.

Any Questions?



Next Steps...



Any further thoughts?



Feedback and slides from today's workshop to be circulated



We will be conducting further engagement on the Adult Social Care Single Framework.



Updates and further information can be found on our website