

Devon Small Scale Provider Forum Meeting

Date...17th January 2011-01-11

Venue...Caraston Hall, Exeter

Those present:-

Wendy Mason...chair

Claire Lewis

Matt Lewis

Richard Mills

Paul Baxter

Cara Cox

Ian Greenaway

Jan Navran

Jamie Theobald

Gary Bowld

Apologies:-

Kay Nicholls

Lisa Dunn

Linda Williams

Guests:-

Richard Newcombe

Lucie Spiers..DCC

The minutes of the previous meeting were agreed.

The chairperson welcomed Richard Newcombe [Co-Chair Devon Provider Engagement Network] and Lucie Spiers [DCC]

Richard then spoke about the history of the proposed changes to tendering, funding, etc.

The primary driver to the changes was the ending of large block funding and DCC's review of commissioning strategy for dom care. . Over the last year pressure has increased on DCC to introduce budget reductions.

A national change means that Supporting People funding is no longer ring fenced and is likely to be increasingly absorbed within the individual budget for service users.

Framework announcements came late and suddenly and surprisingly included not just personal care (dom care) but also the full range of community support and enabling services.

The reality of all the proposals is that, although DCC recognise that there are a lot of excellent small providers, they no longer wish to deal

with several hundred. In order to have a place in the new framework smaller companies must begin to take action.

The only exception will be 'targeted services' who provide a specialist service which has yet to be defined. [this may be blind/deaf for example] The full range of these is not yet identified.

There will be a 'transition plan' discussed with all providers.

The status quo will simply not be there so providers will have to make one of the following choices:-

Essentially 3 ways to enter the tendering process.

A] As a Sole Providers. If you think your company is big enough to provide a generic service across one or more of the area zones and can cater for the volume of contracts go for the PQQ yourself. RN stated that he felt very few companies would be able to do this.

B] Form a Sub contracting relationship with a lead provider. The lead provider then goes for the PQQ and Tender.

C] Form a consortium with other providers. The consortium then nominates a lead provider from its membership to proceed with the tender application.

Post tender ACS will only deal with the lead providers so it's important to remember that the lead will have to charge on to its partners a proportion of the administration costs.

A partnership or a consortium would have to be a legally recognised named entity. Richard estimates that the legal costs of this might be in the region of £2000 shared between the members.

The 'no say no' clause has been scrapped but the lead in a consortium or partnership would have to justify a refusal if they had originally stated that they were able to provide that service.

There is one other alternative which would allow your company to continue without being in the framework. This would be that your Service Users take Direct Payments and pay you direct for their services. The disadvantage to this would be that, if you are not in the framework, you will not receive new work from DCC.

The lots for which a sole provider, partnership or consortium may bid are divided into three types.....

- 1] Community Support and Enabling
- 2] Regulated Community Support and Enabling
- 3] Personal Care

It is possible to bid for one type or any combination but all are generic.

The meeting expressed concern that, over time, DCC would not want to use unregulated providers. Lucie stated that DCC wish to keep unregulated providers. Richard stated that looking forward there was a danger that ACS would see little advantage in using unregulated providers. DCC are still looking at framework agreements and costings and the new arrangements will not 'go live' until the end of September. DCC are also discussing a new holistic assessment for Service Users.

What providers should do now...

Make sure that you are a registered provider with DCC. If you are not go to DCC website and type in 'provider procurement' and follow step by step instructions to register.

All DCC registered providers will receive notice of the tender and an invitation to apply. On application you will get an electronic Pre Qualification Questionnaire [PQQ] which you need to fill in on line and return. This is the first stage of the tender process. At this stage Richard would strongly advise all providers to register and complete the PQQ.

Look at the zones and lots carefully to see which services you can provide and where. If you feel that you need to be part of a consortium or partnership, look at possible partners. We hope ACS will publish a full list of providers shortly on line.

N.B.

It must be stressed that it would be in your interest as a provider to attend one of the DCC meetings next week. You need to book a place.

They are :-

24th at Finlake 1.30 to 4.30

25th at Broadclyst Victory Hall 1.30 to 4.30

26th at Barnstaple Hotel 1.30 to 4.30

Links to useful websites.....

www.devon.gov.uk/index/socialcarehealth/scpartnerships/providerengagement/framework-agreements.htm

www.devon.gov.uk/providerengagement

This gives access to the Provider Network Page where you will find a link (within the section on Framework agreements) giving the latest information

<http://www.devon.gov.uk/index/learningschools/schools/schools-services/alternative-portfolio/ap-portalinstructions.htm>

Sorry this does not work as a hyperlink so cut and paste into your browser

This gives access to the Provider Portal. This is VITAL as providers who are not registered will not get details of any tender and will not be able to bid SO ALL MUST REGISTER. If you have any problems contact the procurement team, see below, they are very helpful

Devon Procurement Services

2 Trusham Road

Marsh Barton

Exeter EX2 8RB



01392 384600



01392 384636



procure@devon.gov.uk

Richard can be contacted on 07966 320193 or email richard@newcaredevon.co.uk if you have further questions.

The chairperson thanked Richard and Lucie for their input and the meeting closed at 12.10.

Next meeting....

Monday 14th February at 10.00

Caraston Hall

14, Alphington Rd

Exeter EX2 8HH

01392203877