

Framework Agreement Event for Providers

8th June 2007

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Commissioning and Partnerships



Nottingham
City Council

Nottingham Context: Commissioning

Planning Services to meet current and
anticipated need

Contracting to secure provision

Performance management of the contract

Nottingham's Priorities

Nottingham has 3 priority groups

- Vulnerable children in their own localities(prevention)
- Children with Additional needs
- Looked After Children



Nottingham's Approach for Looked After Children

Develop a Placements Service

Use the Planning and Commissioning Framework (DfES) to inform our work

Use the East Midlands Commissioning Framework



Change of Focus

Commissioning approach will move away from a focus on inputs and outputs to **OUTCOMES**

How well the service is provided

What impact the service has on the child, or young person across the 5 outcomes

Working in partnership

Crucial to work in partnership with providers

To understand the need

To develop outcome measures

To understand what works



Audit Commission

There is no correlation between the local authority, the amount that is spent and the needs of the child

Pattern of high cost , low value and poor outcomes.

Nottingham Wants

Good outcomes, in a contract that offers good value for money.



What will this mean

We will use the National Contracts

We have developed a Nottingham Core Brand as part of our Integrated Children's Workforce Strategy

We want to work with providers who share our ambitions to ensure all children and young people achieve their potential

Focus on Outcomes for Looked After Children

We know our looked after children have annual health assessments and attend the dentist but we also know too many become teenage parents

We know that our looked after children do attend school but do not attain well



Focus on Outcomes contd

We know that too many of our looked after children are engaged in anti social behaviour and are involved in offending.

We know that a small number of our looked after children go to university but too many are not in education employment or training after 16.



Nottingham Framework

- Elements that will deliver good outcomes
- The Nottingham Core Brand
- Performance Management
- Value for money



Key Challenges

Understanding the performance of services

Developing effective framework for Value for Money

Ensuring effective Partnership and Representation with private voluntary and independent sector



THE CHILDREN'S PLACEMENT SERVICE

**Cheriel O'Neill
PLACEMENTS SERVICE MANAGER**

June 2007

Working in partnership



**Nottingham
City Council**

KEY OBJECTIVES

IMPROVE OUTCOMES AND LIFE OPPORTUNITIES FOR CHILDREN LOOKED AFTER

- Placement Stability
- Placement Choice
- Placement Location
- Placement Planning
- Placement Cost



BUSINESS PROCESS

future

- Dedicated Placement Service responsible for all children's placements
- Robust quality assurance and performance measures that apply both internally and externally.
- Value for money
- Improved partnership and relationships with children looked after, providers and staff.
- Capacity to plan effective services for the future



BUSINESS PROCESS cont...

PRESENT

- Internal System that looks at in house provision first
- Poor Placement choice
- Fragmented service making tracking and performance management difficult
- Lack of Performance Management and quality assurance outside of inspection and Looked after review process
- Inconsistent relationships with stakeholders, children and young people and staff.



IMPLICATIONS FOR PROVIDERS AND THE LOCAL AUTHORITY

- National Context
- Quality Assurance
- Expectations
- Core Brands
- Tendering Process
- Others to be identified



Positive Impacts

- Continual improvements for Children Looked After across the 5 outcomes
- Children living and achieving in close proximity of family and communities.
- Meeting the needs of BME and Children with Disabilities
- Improving partnership relationships between providers, commissioners and practitioners.



Procurement Process

Residential Service Providers

Darren Yarnell
Children's Service
Procurement Manager

~ June 2007 ~



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1. Bidders event – 8th June

Start of the Procurement Process.

- National Contract/Specification.
- Still in consultation phase.
- Once consultation complete → City Legal Services to review.

2. Registration (8 weeks).

- All service providers to register interest with us;
- We will then contact with details of selection criteria and state return dates for expressions of interest;
- Alongside this process we will advertise in EU Journal.

3. Pre-tender selection process (6 weeks).

- **Pre-qualification questionnaire to cover:**
 - Insurance
 - Equalities
 - Staff turnover
 - Staff training
 - CSCI Grade 2 (adequate) a minimum requirement.
 - H&S
 - Experience
 - Corp. plan
 - Sickness abs.
 - Financial standing
 - Managerial capability
 - Technical competence
 - Compliance (Ntg Core Brand)
- If there is compliance with all of the requirements in the PQQ; then you will be invited to tender for our requirements.
- Approval letter/Invitation to bid, accompanied by all tender documentation, (specification, contract, etc).
- Service provider to confirm receipt and intention to bid.
- If a service provider fails to meet the criteria we will issue a rejection letter and give feedback on reasons.



4. Tender process (4 weeks).

- Service providers have three weeks to review and respond to the Tender requirements.
- We will provide details of evaluation criteria at this stage although likely to be 70% quality - 30% cost.
- We will provide return details and envelopes.
- Tenders returned early will remain unopened and be securely stored.
- Tenders returned late will remain unopened and not be considered.
- Tenders will be opened in the presence of a witness on the date stipulated.



5. Evaluation (3 weeks).

- Tender responses will be evaluated against the published criteria by a panel of professionals and scored accordingly to obtain a weighted average; this is likely to take around 2 weeks.
- At the end of this procedure we should have a shortlist of service providers whom we will take to the next stage of the selection process.
- The purpose of tender evaluation is to **select service providers which meet the Council's requirements and deliver best value**. The evaluation will be systematic, objective and well documented.



6. Post tender negotiation (2 weeks).

- The objective of such negotiation is to obtain an improvement in content of these quotations or tenders in circumstances which do not put the other supplier(s) at a disadvantage, distort competition or affect adversely trust in the competition process.
- Full details of the process will be available with the tender documents; however it is likely that it will consist of an interview and presentation. We will invite a number of children and young people to take part in this process.



7. Further processes (2 weeks).

- We would expect to be in a position at this stage to have identified a range of preferred service providers.
- Should the need arise a further interview may take place to clarify any outstanding points.



8. Appointment.

- Service providers who have been unsuccessful will be notified in writing and given the opportunity to ask for feedback.
- Successful service providers will be notified that they have preferred supplier status.
- Legal services will approve documentation to set up a framework Contract.



9. References (2 weeks).

- Before appointment to the preferred supplier list we will take up references from appropriate sources.
- We will ask you to provide details of contracts you have with other customers and we will then choose a selection to seek references from.



10. Contract Management.

- Nottingham Children's Services are committed to improving the outcomes for children looked after and will invest resources into Performance management.
- We will look to develop the market place of service providers and should we choose to appoint new service providers to our preferred list we will adopt closer performance management measures and look to develop a closer relationship. This will enable us to mitigate some of the risks associated with the absence of historical evidence or track record.



11. Framework agreements.

- Usually used supplementary to a contract.
- Give the opportunity to use a number of service providers.
- Have a particular regard to price and quality.
- Ideal for using as a 'call off' procedure where there is no guarantee of work.
- Contract only exists when goods / services are 'called off'.
- Free to use the framework when it provides value for money but go elsewhere if not.



12. Timeline

- The timelines quoted at each stage are **for guidance purposes only**; some processes will run concurrently.





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