

Report to:	Governing Body	Agenda item:	GOV/16/01/18
Date of meeting:	26 January 2016		

Title of report:	Outcome of Adult Community Services Procurement
Governing Body Sponsor:	Ted Wilson, Group Director NEW and Programme Director for ACS Procurement
Author:	Rob Hayday, Associate Director Neal Goodwin, Commissioning Manager
Appendices:	None

1. Summary of issues (including link to objectives)
<p>The Adult Community Services (ACS) procurement formally began on Friday 9 January 2015 to identify a provider to whom the contract for ACS could be awarded. The formal process concluded after the Governing Body met in private on 1/12/15 and agreed that the contract could be awarded to Wiltshire Health and Care.</p> <p>A voluntary ten days standstill period was undertaken during which there were no challenges received and the CCG is now engaged in contracting with Wiltshire Health and Care – a new joint venture – for services which will be mobilised to start on 1 July 2016.</p> <p>A governance structure and process is being developed to manage the transition of the current contract and the mobilisation of the new. This process will be led by Ted Wilson.</p>

2. Recommendations (note, approve, discuss etc)
<p>The Governing Body is asked to note the outcome of the procurement and progress on mobilisation at this early stage post – identification of the preferred bidder, Wiltshire Health and Care</p>

3. Link to CCG Strategic Objectives
<p>In its five year plan the CCG has stressed the importance of its community services in supporting the delivery of the CCGs out of hospital care model. The services are expected to address the challenges faced by the local health economy in meeting the growing demands of patients and an ageing population.</p>

4. Legal / Regulatory implications
<p>In response to its obligations set out in the National Health Service (Procurement,</p>

Patient Choice and Competition) (No. 2) Regulations 2013, the CCG has recently concluded its formal procurement of Adult Community Services (ACS). These regulations apply alongside the Public Contracts Regulations 2006 (i.e. the regulations that set out obligations and processes for contracts put in place by public sector bodies). However, the PPC&C regulations are a bespoke set of rules for the health care sector and provide a mechanism for Monitor, as sector regulator, to investigate complaints and take enforcement action.

5. Risk (threats or opportunities link to risk on register etc)

Risks associated with mobilisation will be monitored through the governance arrangements which are being developed with Wiltshire Health and Care to oversee this important phase.

6. Resources implications (financial / staffing)

The resources for the current ACS contract are the financial envelope available for the procurement – circa £40m.

7. Equality and Diversity

Refer to Equality Impact Assessment completed as part of GOV/14/11/09.

8. Communications (Presentational)

A communications plan was enacted once the voluntary 10 day standstill period was completed. This plan was devised with assistance from Wiltshire Health and Care so that affected staff were notified of the outcome in advance of public messages being broadcast via the media. Key stakeholders including NHS England, Wiltshire Council, Associate Commissioners, Healthwatch, and NHS Property Services also received information.

9. References to previous reports

GOVp/14/09/10 Adult Community Services Procurement – Update
GOV/14/11/09 Adult Community Services Procurement – update & decisions required in advance of formal procurement
GOV/15/01/15 Adult Community Services Procurement – Update
GOVp/15/03/08 ACS Procurement – verbal update
GOVp/15/11/11 Update on ACS Procurement Timeline
GOVex/15/12/03 Adult Community Services Procurement – agreement of contract award

10. Freedom of Information

There are no exemptions

Outcome of Adult Community Services Procurement

1 ISSUE

The Adult Community Services (ACS) procurement formally began on Friday 9 January 2015 to identify a provider to whom the contract for ACS could be awarded. The single contract will be for 5 years, plus the option of a further two year extension by mutual agreement and will start on 1 July 2016.

To support the stages of the procurement process and to identify the preferred bidder a Procurement Panel involving non-conflicted members of the CCG Governing Body was identified. Recognising the significance of the Local Authority on the outcome of this procurement, non-conflicted colleagues from Wiltshire Council were included in the membership of this procurement panel.

The procurement panel met on 1 December 2015 to review bidder submissions. Submissions were made by two bidders during the Call for Final Tenders (CFT) stage of this procurement. CFT started on 22 October and finished on 9 November in accordance with the process published to bidders. This panel has, through consensus scoring, identified the preferred bidder.

2 TIMING

Routine.

3 RECOMMENDATION

The Governing Body is asked to note the outcome of the procurement and progress on mobilisation at this early stage post – identification of the preferred bidder, Wiltshire Health and Care.

4 BACKGROUND

Following agreement by the Governing Body, the Adult Community Services (ACS) procurement formally began on Friday 9 January 2015 to identify a provider to whom the contract for ACS could be awarded. The single contract will be for 5 years, plus the option of a further two year extension by mutual agreement and will start on 1 July 2016. The following services are included:

- Core Community Teams (inc Care Co-ordinators)
- Community beds (inc Step up)
- Community Geriatrician/Frail Elderly Service
- Stroke Therapies Neurology Stroke
- Speech and Language Therapy (Salt)
- Minor injuries unit (MIU)
- Continence
- Community Team for People with Learning Disabilities (CTPLD)
- Hearing Therapies
- Tissue Viability & Lymphedema

- Diabetes
- Dietetics
- Podiatry
- Community Outpatient musculoskeletal physiotherapy and Extended Scope Practitioners
- Orthotics
- Wheelchairs
- Cardiac (PACE) and Respiratory Services (COPD)
- Outpatient Department Services
- Fracture Clinic

5 THE PROCUREMENT PROCESS

A competitive dialogue procurement process was used, incorporating Pre-Qualification Questionnaire (PQQ), Invitation To Submit Outline Proposals (ISOP) and Call for Final Tenders (CFT) stages.

To support the stages of the procurement process and to identify the preferred bidder a Procurement Panel involving non-conflicted members of the CCG Governing Body was identified. Recognising the significance of the Local Authority on the outcome of this procurement, non-conflicted colleagues from Wiltshire Council were included in the membership of this procurement panel.

The procurement panel met on 1 December 2015 to review bidder submissions. Submissions were made by two bidders during the Call for Final Tenders (CFT) stage of this procurement following episodes of competitive dialogue between the procurement panel and bidders. CFT started on 22 October and finished on 9 November in accordance with the process published to bidders. This panel has, through consensus scoring, identified the preferred bidder.

6. SELECTION OF THE PREFERRED BIDDER

The preferred bidder is identified as Wiltshire Health and Care (WHC). This bidder accumulated the highest percentage points total by virtue of the panel review of its responses and it is therefore deemed the most suitable to deliver Adult Community Services to patients in Wiltshire.

WHC is a new joint venture organisation focused solely on community services in Wiltshire. The organisation is a partnership between Great Western Hospitals NHS Foundation Trust, Royal United Hospitals Bath NHS Foundation Trust and Salisbury NHS Foundation Trust. The Board of Wiltshire Health & Care will include GP provider representatives to ensure a strong primary care voice and lay membership to represent patient and public views.

Information about WHC is available at: Ask.wiltshirehealthandcare@gwh.nhs.uk

At its meeting in private on 1 December 2015, the Governing Body of the CCG agreed that the contract for ACS could be awarded to WHC and that due process had been followed.

7 NEXT STEPS

A communications plan was enacted once the voluntary 10 day standstill period was completed. This plan was devised with assistance from Wiltshire Health and Care so that affected staff were duly notified of the outcome in advance of public messages being broadcast via the media. Key stakeholders including NHS England, Wiltshire Council, Associate Commissioners, Healthwatch, and NHS Property Services also received information.

The CCG will now begin the process of contracting with Wiltshire Health and Care as part of the mobilisation period. The current ACS commissioning team will manage the transition process and mobilisation phase. The mobilisation process will be led by the new provider with CCG oversight and assurance. The process of exiting the current contract and creating the new contract with Wiltshire Health & Care will be led by the NHS Central Southern Commissioning Support Unit (CSCSU).

8 CCG STRATEGIC OBJECTIVES/PRIORITIES

As part of the CCGs five year plan to bring health care closer to home, the changes to adult community services will ensure that the focus is very much on patient centred care with GP practices firmly at the heart of community provision. Delivered through integrated community teams across the county, Wiltshire Health and Care will support Wiltshire CCG to meet the challenges of an ageing population, and to enhance partner working across the health economy to provide a health service fit for tomorrow.

9 OPTIONS

There are no options presented in this paper for consideration. .

10 RISKS

Risks associated with mobilisation will be monitored through the governance arrangements which are being developed with Wiltshire Health and Care to oversee this important phase.

11 QUALITY ISSUES

Commissioning quality outcomes is a key aspect of the CCG strategy. Not only is the provision of quality services important for patients it is also a mechanism for driving efficiency. To ensure that quality services are commissioned members of the Quality and Patient Safety Directorate have been involved in the moderation of the responses to service specification requirements.

12 PARTNERSHIP ISSUES

Wiltshire Council has been involved in the Procurement Panel discussions and decisions during the procurement.

Healthwatch have also been involved in the process and have been asked to review bidder responses to specific questions. Their feedback has been passed to the Lay Member for PPI, Christine Reid, who is a member of the Procurement Panel. This arrangement continues while the final submissions are reviewed.

Where there is only one contract to award there will obviously be only one winner which leaves other organisations adversely affected. The CCG will need to continue to work with the unsuccessful bidder consortium. Organisations from this consortium will continue to provide high quality services for patients and will also remain valued members of the local health and care system. The CCG is committed to working with these respective organisations to ensure that future relationships rebound and that all partners can contribute to the delivery of the CCG's vision for patients in Wiltshire.

13 ESTATE/INFRASTRUCTURE

The CCG's position on the operation of estate associated with the provision of ACS has changed during the process and is in line with national guidance. The position is published to bidders and those involved in the procurement. Through the mobilisation phase estate related issues will be managed.

14 PROCUREMENT ISSUES

The CSU has provided valuable support throughout this procurement. Once the preferred bidder has been identified the CSU will support with contracting.

15 EQUALITY AND DIVERSITY

Refer to Equality Impact Assessment completed as part of GOV/14/11/09.