

# Children's External Placements Provider Engagement Day

**17<sup>th</sup> October 2018**

**CPDC**

**9.30 am – 4.00 pm**

# Agenda

Topic/ Discussion	Responsible Officer	
<b>Welcome and Housekeeping</b>	Helene Carr	10.00 – 10.10
<b>Current Contract Arrangements</b>	Faye Betts, Lucy Loia, Andrew James	10.10 – 10.30
<b>Vision</b>	Andrew James	10.30 – 10.45
<b>Overview of Service and Current Pressures with</b> <ul style="list-style-type: none"> <li>- IFA</li> <li>- Residential</li> <li>- ISEPs</li> <li>- Tuition</li> </ul>	Lucy Loia, Siobhan MacBean, Kate Knight	10.45 – 11.30
<b>Procurement</b>	Peggy Saroch	11.30 – 12.00
<b>Future Planning and Questions</b>	Andrew James	12.00 – 13.00
<b>Lunch and Networking</b>		13.00 – 14.00
<b>Workshops (Split into two room)</b>		14.00 – 15.30
<b>Summary of Workshops and Next Steps</b>	Andrew James	15.30 – 16.00

# Current Contract Arrangements

## Independent Fostering Agency (IFA) Placements – Cambridgeshire

- Eastern Region 4 (ER4)
- 51 IFA providers currently
- Provider Tiering (Tier 1/2/3)
- Packages of support (Limited/ Standard/ Intensive)
- 289 external 222 in-house
- August / September 2018:
  - 43 / 35 Fostering placements of which;
  - 68% / 60% of placements were IFA

# Current Contract Arrangements

## Residential Children's Homes - Cambridgeshire

- Residential Framework 2014-18
- 37 children placed in children's homes currently
- £5.5m spend
- 2-4 placements made per month
- Currently using 16 independent children's homes providers
- No in house provision
- Only 40% of current independent residential provision is in county

# Current Contract Arrangements

## Peterborough

- TACT /Peterborough Permanency Partnership
- Fostering placements – 111 external, 146 in-house
- August / September 2018:
  - 14 / 7 Fostering placements of which;
  - 15% / 42% of placements were IFA
- 30 placed in children's homes currently
- 2-4 residential placements per month
- Spend (IFA £5m) (Residential £2.6m)

# Current Contract Arrangements

## Independent Special Education Provision (ISEPs)

- Spot Purchased Placements
- Contract using the National Association for Special Schools Contract (NASS)
- Schedule 2 Agreements for Individual Placements
- Not compliant with EU Procurement Law and Contract Procedure Rules

# Current Contract Arrangements

## Out of School Tuition

- Framework Contract
- Currently 8 Providers
- 2+2 year Contract
- Procured in March 2015, extended for 2 years in March 2017
- Contract end date: March 2019
- Significant increase in provision but no flexibility with a Framework Contract

# Vision

## Cambridgeshire Sufficiency Strategy 2017 -2020

- Continuity, consistency and communication across the care plan including across different types of placements; that
- Leads to “Step down” to appropriate levels of care and costs;
- Improved permanency planning including reunification plans expedited;
- Increased service choice, especially where it mirrors current in-house provision; and
- Increased capacity.



# Vision

## Cambridgeshire Sufficiency Strategy 2017 -2020

The Frameworks are looking to deliver the following priorities:

- Increased choice of provision;
- Identify and work with providers willing to invest in providing quality services in Cambridgeshire and Peterborough.
- Ensure local provision is financially sustainable
- Offer opportunities for innovation and service development.

# IFAs

- **Overview of Service**
  - CCC 2017/18 Cost equates to £11.5m/annum
  - PCC 2017/18 Cost equates to £5m/annum
- **Current Pressures**
  - Difficult to place Young People
  - Lack of capacity in the market
  - Lack of highly skilled carers
  - New carers not able to take the 'new normal'
  - Risk Averse – lack of creative thinking re packages to support
  - Immediate notice being served
  - Placement Stability
  - Requesting additional funding when already paying high sums
  - Escalation of issues
  - Outcomes tracking

# Residential

- Overview of Service
  - CCC - 2017/18 37 were placed in IFA's. Cost equates to £5.5m
  - PCC in 2017/18 18 were placed in IFA's. Cost equates to £2.6m
- Current Pressures
  - Difficult to place Young People
  - Lack of capacity in the market locally
  - Risk Averse – lack of creative thinking re packages to support
  - Recruitment of staff
  - “Bed Blocking”
  - Escalation of issues
  - Outcomes tracking

## 0-25 SEND Service

- Work in schools and settings with children, young people and their parents/carers, providing targeted support and training in all aspects of Special Educational Needs (SEN).
- Aim is to help to meet the needs of children and young people within their local community, by providing targeted and specialist support to those working with them. We also aim to help children and young people with SEND to progress with their learning as well as their emotional and social development.

### **The Service Comprises:**

- Two Divisional Area Teams (North and South)
- Seven District Teams
- Statutory Assessment Team (SAT)
- Disabled Children's Social Care Teams

## Statutory Assessment Team (SAT)

- SAT are responsible for the children and young people with Statement of Special Educational Needs (SSEN) or an Education, Health and Care Plan (EHCP) 0 – 25 years
- SAT comprises of a team of SEN Casework Officers and a Business Support Team. Each child/young person with a SSEN/EHCP has an assigned SEN Casework Officer

## Overview of Provision

**We refer to Independent Non Maintained Special Schools as “ISEPs” (Independent Special Education Provision), this also includes Independent Schools.**

- There are currently 4115 number of children with an EHCP
- Of those, 178 are Looked After Children
- There are 171 children and young people having their needs met in ISEP Provisions

## Governance

Placement Explorations for ISEPs are agreed through County Resourcing Panel (CRP)

- The following considerations are made:
  - Presenting Need
  - What else has been explored
  - Parental Preference
  - Requirements of the Code of Practice
  - Transforming Care
- Placement decisions may also be made at Threshold and Resources Panel (TARP)
- CRP & TARP also considers and tracks addition resources and time limited interventions
- Once agreed at panel, placements are sourced centrally by the Access to Resources team

# ISEPs

## Spend

Total Spend - £13,500,000 (inc. Education, Health and Social Care)

### Current Costs

Placement Type	Placement Fees		No of Provisions	No of Placements
Day	Highest	£88,000	32	143
	Lowest	£6,000		
	Average	£39,483		
Weekly	Highest	£100,000	1	4
	Lowest	£90,000		
	Average	£93,333		
38 Weeks	Highest	£232,534	14	21
	Lowest	£32,914		
	Average	£93,948		
52 Weeks	Highest	£302,100	7	22
	Lowest	£186,016		
	Average	£258,328		



## Current Placement Composition

Total of 171 Placements

### Placement by Need

Ofsted Code	No. of Provisions	No. of Placements
ASD	25	95
BESD	1	0
HI	1	2
MLD	4	8
MSI	0	0
PD	1	5
PMLD	1	1
SEMH	22	43
SLCN	2	2
SLD	4	4
SPLD	6	9
VI	2	2
<b>TOTAL</b>	<b>69</b>	<b>171</b>

### In / Out of County

	No of Provisions	No of Placements
In County	14	103
Out of County	38	68

### Age Composition

	Age of CYP
High	20
Low	7
Average	14
No of Adults	20

### Other

No. of Tribunal
15
No. of LAC
29

## SEND Strategy

“SEND is everyone’s business”

- Sets out a vision and strategy for children and young people (0 - 25 years) with Special Educational Needs and Disabilities (SEND) in Cambridgeshire and Peterborough
- The strategy is built upon a shared belief that considering and providing for the needs of children and young people with SEND should be ‘everyone’s business’
- The collective desire is to ensure a holistic and inclusive approach evidenced by high quality, multi-agency services and provision focussed upon enabling children and young people with SEND to thrive

## SEND Sufficiency

“SEND is everyone’s business”

The strategy was co-produced with key partners and draws upon data from:

- Feedback from children, young people and their parent/carers
- National and local data on trends in special educational needs and disability
- Information from an externally commissioned sufficiency analysis
- Peterborough and Cambridgeshire local area self evaluations and SEND action plans
- Feedback from schools and settings
- Data from health, social care and other key agencies
- Early Years Peer review (2018)

# ISEPs

## For both authorities there is:

- a reduction in the numbers being reported by settings at SEN support (mirrors national trend)
- evidence that some of the those with an EHC plan are in specialist provisions when they could be supported closer to home in more suitable local provision.
- an increase in the number of EHC plans identifying Autism Spectrum Condition (ASC) as the primary need
- an increase in the numbers being identified with speech, language and communication needs
- a steady increase, although low numbers, for those with PMLD as their primary need
- an increase in the numbers of young people (17 - 25 years) with an EHCP. This is likely to be due to the extension of the age range to which the legislation applies, the conversion of some Learning Disabilities Assessments to EHC plans and maintaining more statutory plans for young people that in previous years

# ISEPs

## For both authorities there is:

- sufficient current provision across mainstream and special schools but particularly in Cambridgeshire, this may not be the right type of provision in the right place. However, provision is unlikely to be sufficient if numbers continue to grow. There will be particular pressure in Peterborough
- costly use of the non maintained sector when the education and care services required by some are not locally available with consequent budgetary pressures
- predicted growth in numbers of children and young people with SEND linked to population
- growth and as a result anticipated pressure on mainstream school and specialist provision
- sufficiency data that indicates special schools in both LAs may lack appropriate space or facility

# ISEPs

## In Cambridgeshire:

- there is a significant rise in the proportion of children and young people whose primary need is SEMH
- the arrangement of specialist SEMH provision does not provide easy, equitable or cost effective access across the county
- the proportion of children and young people with an EHC plan and whose primary need is identified as specific learning difficulties is about double the national average
- there are significantly increasing numbers with an EHC plan (a rise over the last two years of 12% including a bulge in early years and primary
- there is a disproportionate number of children and young people with SEND who travel more than 30 miles each way to school

# ISEPs

## In Peterborough:

- there is a reduction in the numbers with an EHC plan where the primary need is identified as MLD or SpLD
- there is a growth in numbers of those with PMLD which, whilst relatively small, suggests an increase in those with the most complex and severe needs, mirroring national intelligence
- there is a higher than national average proportion of pupils with an EHCP although the gap has closed
- the numbers with an EHCP in specialist provision, whilst stabilising, remains above the Eastern region and National average
- all special schools catering for those with learning difficulties are at capacity although the reduction in MLD numbers may impact over time
- post 16 provision accounts for a high number of places in one special school

## Current Pressures

- Lack of in county provision for complex needs & challenging behaviour (predominantly ASD)
- Lack of in county residential provision
- Do not have a framework of provision to call on
- Placements are often made in an “emergency” or as a last resort
- Out of county placements make working with families and young people difficult



## Overview of Service

Responsible for the provision of statutory education for children out of school either

- Permanent Exclusion,
- EHCP and are out of school,
- Medical Needs (but not inpatient)
- Looked After under Section 20 or 31 of the Children Act and are not in education; for example Unaccompanied Asylum Seeking Children.

### NOT TO BE CONFUSED WITH ...

**Alternative Provision** - statutory provision to provide Alternative Education for children who are receiving a curriculum that has a 20% or more variance to that of the mainstream curriculum

- Primary Schools, SEND District Teams provides Alternative Provision for Permanently Excluded pupils and those on medical leave and for children without EHCP.
- Mainstream Secondary Schools, the Local Authority have devolved funding for this duty via behaviour attendance improvement partnerships and therefore out of scope for this commissioning exercise.

# Tuition

- Local Authority are required to provide statutory education for pupils with an EHCP, the Statutory Assessment Team use the Out of School Tuition framework
- There has been an increase in demand and children are generally remaining on tuition packages for longer, due to a lack of available provision locally or in the independent sector
- The contract is performing reasonably, however, there are a number of packages made “off contract” and a large proportion of the spend is commissioned with one or two providers.
- Tuition packages are sourced by the SAT Team by a central business support, following a referral being completed by a CWO

# Tuition

## Current Provision

There are currently 90 children and young people receiving out of school tuition for a range of needs

- Autistic Spectrum Condition
- Social, Emotional and Mental Health Needs
- Hearing Impairment
- Moderate Learning Difficulty
- Multi-Sensory Impairment
- Physical Difficulty
- Profound and Multiple Learning Difficulty
- Speech, Language and Communication Needs
- Severe Learning Difficulties
- Specific Learning Difficulties e.g. Dyslexia
- Visual Impairment

The budget is £1million, however, the forecasted spend is nearer £2million

There are currently 8 Providers on the Framework and 12 Providers being used in total

# Tuition

## Current Placements and Composition

	<b>Weeks on Tuition</b>	<b>Cost of Provision</b>	<b>Spend per Provider</b>	<b>Pupils per Provider</b>
<b>High</b>	324	£115	£821,000	61
<b>Low</b>	20	£23.40	£9,500	1
<b>Average</b>	50	£57	£156,000	9

## Current Pressures

- Children are spending an increasing number of weeks on provision
- The average requirement we would expect is 8-12 weeks, some young people are spending a lot longer than this with the minimum being 20
- The budget for OoST is significantly overspent. Generally, the unit cost of provision has remained static and therefore its likely to be increases in demand and length of provision that is impacting on budget pressures
- There remains a challenge in finding a range of provision and providers to work together to provide a compliment of provision to meet need.
- Timely provision of Tuition

# Tuition

## What we need

- Access to bespoke local packages of tuition and/or support according to the child/young person's needs
- Delivery of high quality education provision in accordance to the needs defined in the child/young person's SSEN/EHCP
- Delivery of a broad based curriculum differentiated according to the child/young person's needs
- Timely response to the tuition referral
- Where appropriate, providers will provide a package of support to enable a child/young person to transfer successfully into full time education
- To seek the views of children/young people when developing the package of tuition
- Engagement in partnership working with parents/carers and a range of agencies to meet the specific needs of the child/young person

# Procurement

What will be covered:

- What is a DPS?
- How will the DPS work in practice?
- Overview of ProContract
- Registration on ProContract
- How to search for contract opportunities
- Registering your interest in an opportunity
- Submitting your response
- Using the messaging area to contact the buyer

# What is a Dynamic Purchasing System?

- A DPS is a completely electronic tendering system for the selection of Potential Providers, who comply with minimum service requirements.
- Potential Providers who submit an application, which is found to be compliant meet the minimum service specification will be accepted onto the DPS.
- Potential Providers who have failed be accepted on the DPS can re-apply.
- Opportunities for individual contracts will then be forwarded to Providers on the DPS.
- Admission onto the DPS do not guarantee any award of individual contracts.
- Where a Potential Provider accepted onto the DPS demonstrates a failure to comply with the requirements of the service specification, they will be removed from the DPS.



# How will the DPS work in Practice?

- The Authority will produce a service specification to indicate the nature of the services to be purchased under the DPS within the tender documentation.
- The DPS will be split into the following Lots:
  - Children's Homes
  - Independent Fostering Agencies Services
  - Special Educational Needs
  - Out of Tuition
- The DPS will remain open throughout its duration; the Authority will therefore be able to add Potential Providers to the DPS throughout its duration, providing Potential Providers meet the minimum service specification and submit an application, which is found to be compliant.
- The initial "Round" for this DPS will be open for 30 calendar days. Following on from this, each "Round" will then be open at regular intervals. This means that applications can be submitted throughout the duration of the DPS, but the Authority will only process the applications as and when the round is closed.

# Procontracts



- Online system that CCC uses for tendering
- Required by law
- Contains all current contract opportunities
- Contract Register link

# LGSS Procurement Portal

LGSS is one of the largest public sector shared services in the UK. Owned by Cambridgeshire County Council, Milton Keynes Council and Northamptonshire County Council, these authorities collaborate to deliver a number of services, including [procurement](#).

We pride ourselves on making the procurement processes simpler and more accessible to suppliers. By using our joint electronic procurement portal, ProContract, powered by PROACTIS, you only need to [register once](#) to tender for contracts at LGSS authorities.

Organisations already using our procurement portal:

- ★ [Cambridge City Council](#)
- ★ [Cambridgeshire County Council](#)
- ★ [Daventry District Council](#)
- ★ [East Cambridgeshire District Council](#)
- ★ [First for Wellbeing](#)
- ★ [Huntingdonshire District Council](#)
- ★ [Milton Keynes Council](#)
- ★ [Northampton Borough Council](#)
- ★ [Northampton Healthcare NHS Foundation Trust](#)
- ★ [Northampton Partnership Homes](#)
- ★ [Northamptonshire Adult Social Services](#)
- ★ [Northamptonshire County Council](#)

## Suppliers

To bid for contracts, download our user guide and carry out [site registration](#).

[Supplier guide](#)

[Site registration](#)

[Supplier login](#)

Use the ProContract electronic ticket [logging system](#):

- ★ include as much detail as possible
- ★ only label your message as 'urgent' if time-sensitive
- ★ include your contact information

Alternatively, contact the [ProContract helpdesk](#) on 0330 005 0352 (9am – 5:30pm Mon to Fri).

## Advertising

We advertise our contract opportunities on [Contracts Finder](#). This is a central government advertising portal for contract opportunities in the UK.

We advertise all opportunities above:

- ★ £10,000 for Cambridgeshire County Council
- ★ £25,000 for Northamptonshire County Council
- ★ £5,000 for Milton Keynes Council

Suppliers can register on the portal and save their searches to receive email alerts for categories or areas they may be interested in.

# Suppliers Registration

## Log In

User Name

Password

[Forgotten your username or password?](#)

Continue

## Welcome to ProContract

### Already registered?

Simply enter your chosen username and password and click 'Continue'

### New to ProContract?

**Suppliers** - If you are not currently registered on the ProContract procurement portal, you can complete a simple registration process by clicking the following link - [Register free](#)

### Migrated from ProContract Version 2?

If you are currently registered with a ProContract Version 2 procurement portal and the procurement portal has migrated to Version 3 your details have been automatically transferred, however for security and account validation you will be required to reset your password by following the instructions

# Looking for the Contract Opportunity

The screenshot shows the top navigation bar of the Due North portal. The 'Find opportunities' menu item is circled in red. Below the navigation bar, there is a search bar with a dropdown menu set to 'All opportunities' and a 'Go' button, both of which are also circled in red. The main content area is titled 'Home page' and contains several sections: 'Activities' with a search bar and a 'Go' button (circled in red), 'Opportunities', 'Company details summary' for 'The Drawing Board', and 'Workgroups'. A blue information box below the search bar reads: 'Please select a buyer from the dropdown and click on the 'Go' button'.

# How to register your interest

Adaptations Plus- framework for adaptations (construction and fixed housing equipment) in Cambridges...

[Return to find opportunities](#)

## Main contract details

**Opportunity Id** DN119642 (Historical Ref: CONTRACT-9WWG-B72BVV)  
**Title** Adaptations Plus- framework for adaptations (construction and fixed housing equipment) in Cambridgeshire  
**Categories** 45000000-7 - Construction work  
45453000-7 - Overhaul and refurbishment work  
45453100-8 - Refurbishment work  
**Description** LGSS Procurement on behalf of South Cambridgeshire District Council (<https://www.scams.gov.uk/>)Cambridge City Council (<https://www.cambridge.gov.uk/>) and, for the purposes of the Cambridgeshire HomeImprovement Agency (<https://www.cambshia.org/>), collectively together with Huntingdonshire District ...ated that, other than through and by virtue of its participation in Cambridgeshire HousingImprovement Agency, Cambridge City Council will only access Lots 6-10. However the right is reservedthroughout the term of the framework for Cambridge City Council to access further lots should the need arise.  
[More...](#)  
**Region(s) of supply** Cambridgeshire CC  
**Estimated value** N/A  
**Keywords** equipment, building, construction, assisted living, adaptation, refurbishment

## Expression of interest window

From 05/07/2016 12:30 to 14/09/2016 12:00

[Register interest in this opportunity](#)

## Contact details

**Buyer** LGSS  
**Contact** Jon Collyns  
**Email** [jon.collyns@cambridgeshire.gov.uk](mailto:jon.collyns@cambridgeshire.gov.uk)  
**Telephone** 01223 715353  
**Address** Shire Hall  
Cambridge  
Cambridgeshire  
CB3 0AP  
United Kingdom

## Attachments

<a href="#">LGSS Supplier User Guide - Due North (v3).pdf</a>	941 KB
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## Key dates

### Estimated contract dates

4/2016

**End date** 31/03/2019

# Home page for the Contract

- The main contract details
- Attachments such as ITT documentation, Specification, T's & C's etc.
- Time remaining to submit a response
- Messaging area
- 'Start your response' button

# Start my response button

[<Back to dashboard](#)

Cambridgeshire District Councils - RFQ

5247798

Main details

**Title:** Project Training

**Respond by:** 28 April 2017 12:00:00

**Description:**

How to create a project using Due North and new regulations

Time remaining

36 Days 22 Hours 12 Minutes 3 Seconds

Messaging

You have 0 unread message(s).

[View messages](#)

Response controls

Start my response

[Register intent to respond](#)

[No longer wish to respond](#)

My responses

You have not yet started your response.



# Your response

- Make sure you read all the questions properly
- Make sure you answer all the mandatory questions, as well as any questions applicable to your organisation/Tender

# Editing your response

[<Back to dashboard](#)

Cambridgeshire District Councils - RFQ

5247798

Main details

**Title:** Project Training

**Respond by:** 28 April 2017 12:00:00

**Description:**

How to create a project using Due North and new regulations

Time remaining

36  
Days

18  
Hours

22  
Minutes

10  
Seconds

Messaging

You have 0 unread message(s).

[View messages](#)

Response controls

[No longer wish to respond](#)

My responses

[Version 1](#)

Draft

[Edit](#)


# Submit response

**My response** 107901050 **Draft**

**Additional information** [Edit](#)

**Supplier reference:** Confirmation  
Editing your response

**Evaluation criteria/question sets**

Title	Action	Progress	
Selection criteria questionnaire	<a href="#">Edit response</a>		Mandatory

**Response controls**

[Submit response](#)  
[Open response wizard](#)

**Submission checklist**

- Evaluation criteria/question sets

- Make sure you click on 'Submit response' button!

# Confirmation

Cambridgeshire District Councils - RFQ

5247798

Details

Project Training

**Respond by:** 28 April 2017 12:00:00

Project description: to complete a project using Due North and new regulations

[<Back to dashboard](#)

Time remaining

36 Days 18 Hours 19 Minutes 2 Seconds

Submitted

Messaging

You have 0 unread message(s).

[View messages](#)

Response controls

[I would like to edit my response](#)

[No longer wish to respond](#)

My responses

[Version 1](#) Submitted 22/03/2017 17:40:50

# Messaging Area

[Home](#) > [Test DPS project for 20th of March](#) > Test DPS project for 20th of March

[<Back to dashboard](#)

LGSS - DPS

5247827

## Main details

**Title:** Test DPS project for 20th of March

**Respond by:** 11 April 2019 00:00:00

**Description:**  
test

## Attachments

Public attachments can be viewed by all procurers and suppliers involved in this rfx

[test training 1.mpp](#)

176 KB

## Time remaining

749 9 32 1  
Days Hours Minutes Second

## Messaging

You have 0 unread message(s).

[View messages](#)

## Response controls

[No longer wish to respond](#)

# Clarification Questions

- Please send messages/questions through the portal
- We are **NOT** allowed to reply to private messages once the opportunity is “live”
- Technical questions - please contact ProContract

# Read the ITT - Thoroughly

- Timescales and deadlines
- Reasons for rejection/elimination
- Difference between selection and award criteria
- How your bid will be evaluated
- Specification – what we want from you
- Pricing document – needs to be completed accurately
- We can only score you on what you provide
- Terms and Conditions – you'll need to agree to these

# Help

- ProContract Helpdesk
- 0330 005 0352
- [ProContractSuppliers@proactis.com](mailto:ProContractSuppliers@proactis.com)
- 09:00 – 17:30 Mon – Fri

The helpdesk are only to be contacted if you experience technical difficulties when using the website





Thanks for listening

Any Questions?

# Future Planning and Questions

- Frame – Scale – Experiment
- Use of Mini – Competitions
  - Use the process above to develop services that meet the Vision
  - Examples
    - Pathway mobility
    - Mixed economy provision
    - Shared decision making leading to better planning
    - Development of local geographical coverage
    - Shared Cost reduction exercises
- Develop of shared documentation

# Summary of Workshops

# Next Steps

# Q&A

**Any further questions?**

# Closing remarks