

# Children's External Placements Implementation Event

**7<sup>th</sup> May 2019**

**Lakeside Lodge, Pidley**

**12.30pm – 4.30pm**

# Welcome

- **Introductions**
- **Housekeeping**
- **Purpose of today**
- **Agenda**

# Agenda

<b>Topic/ Discussion</b>	<b>Responsible Officer</b>	
<b>Welcome &amp; Introductions</b>	Helene Carr	12.30
<b>Presentation - Progress so far / You said, we did / Next Steps</b>	Lucy Loia	12.40
<b>Roundtable discussions</b> <b>Contract &amp; Performance Management</b> - Content of returns / performance data - Frequency	Faye Betts, Sam Nash	13.10
<b>Presentation - Access To Resources CCC &amp; PCC</b>	Richard Duffy	13.50
<b>AOB</b>		14.10
<b>Close</b>		
<b>Meet the Commissioners</b>	Faye Betts, Lucy Loia, Sam Nash	14.30
<b>DPS drop in session</b>	Peggy Saroch	

# Progress so far....

- **Provider Event**
- **Went \*LIVE\* as planned on 4<sup>th</sup> January 2019**
- **Evaluated during February / March 2019**
- **Contract Start Date – 1 April 2019**

	Fostering	Residential	INMSS	Tuition
Pre DPS	51	12	0	8
Post DPS	39	27	18	5

# You Said, We Did....

## You Said ..

1. Contract Length
2. Maximise frequency of opening
3. Suspension Protocol
4. E-Procurement System
5. Escalation Protocol
6. Standardisation
7. Reduce cost / Burden on Providers
8. Simplify Fee Management

## We Did ...

1. 10 years
2. Open all the time
3. 6 months
4. Retained current processes
5. Clear escalation protocol in specification
6. Standard quality requirement / terminology / documentation
7. Light Touch / Self Assessment
8. Fee Change Protocol / working with CCRAg

# You Said, We Did....

## You Said ..

1. Referral Documentation
2. Investment in relationships and partnerships
3. Recruitment
4. Contract Management & Quality Assurance

## We Did ...

1. Plan to Review with Provider consultation / listening to regional developments
2. Embedded within the vision and structure, meetings are starting!!
3. Provider Workshops and Strategic Provider Relationships
4. Today's focus is QA
- 4b) RAG process to focus resource on strategic suppliers

# You Said, We Did....

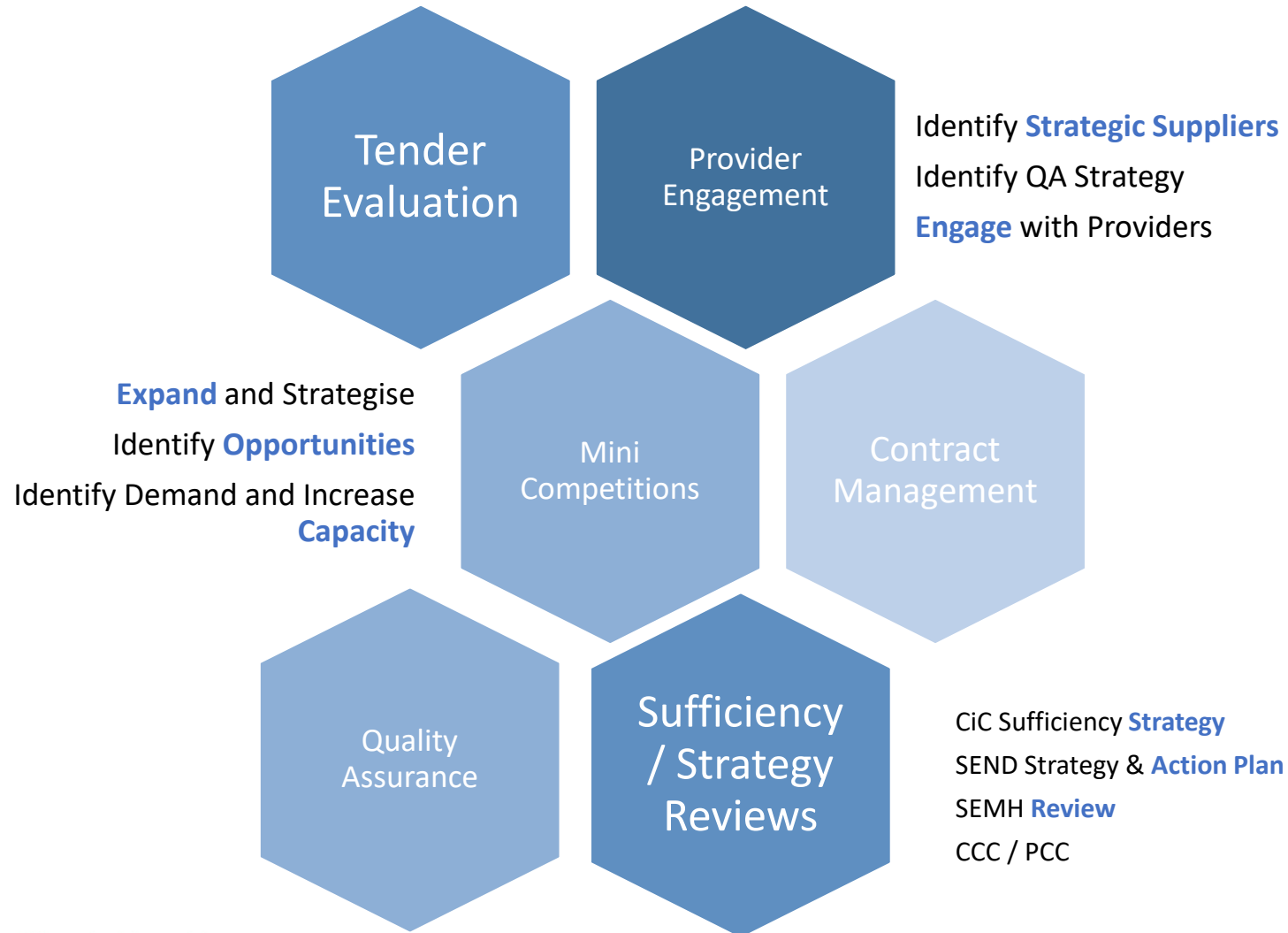
## You Said ..

1. Mirror / Equity between in house and external
2. Fully Open DPS
3. Age Banded Costing

## We Didn't ...

1. Retained the "in house" first option
2. Evaluation periods to manage capacity
3. Cost based on need

# Next Steps

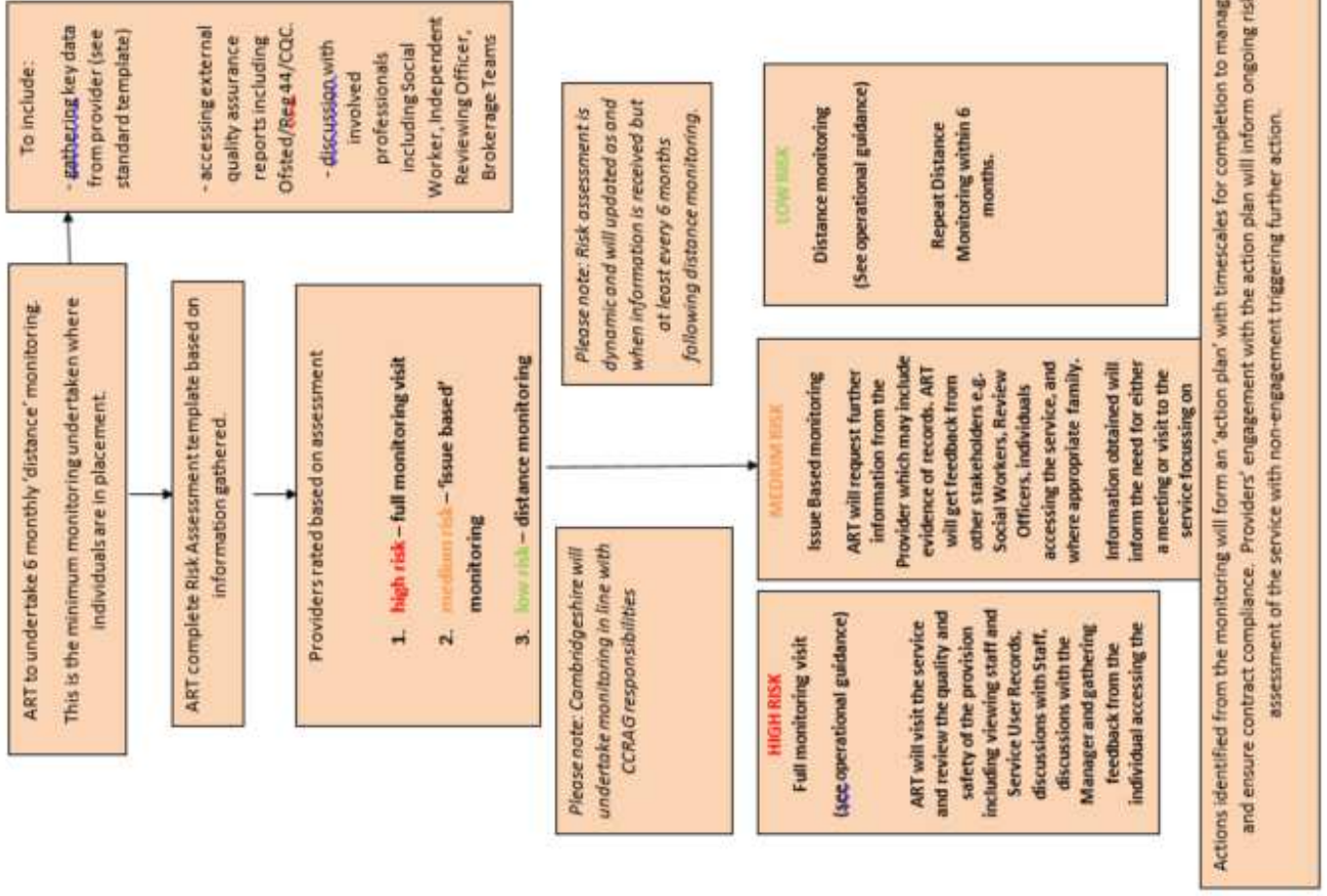




# Contract Monitoring & Performance

- **Initial Assessment**
- **Key Performance Indicators**
- **Focused monitoring visits**
- **Contract management meetings and provider forums**
- **Risk assessments & RAG rating**

Schedule 10: Risk Management Framework for Monitoring



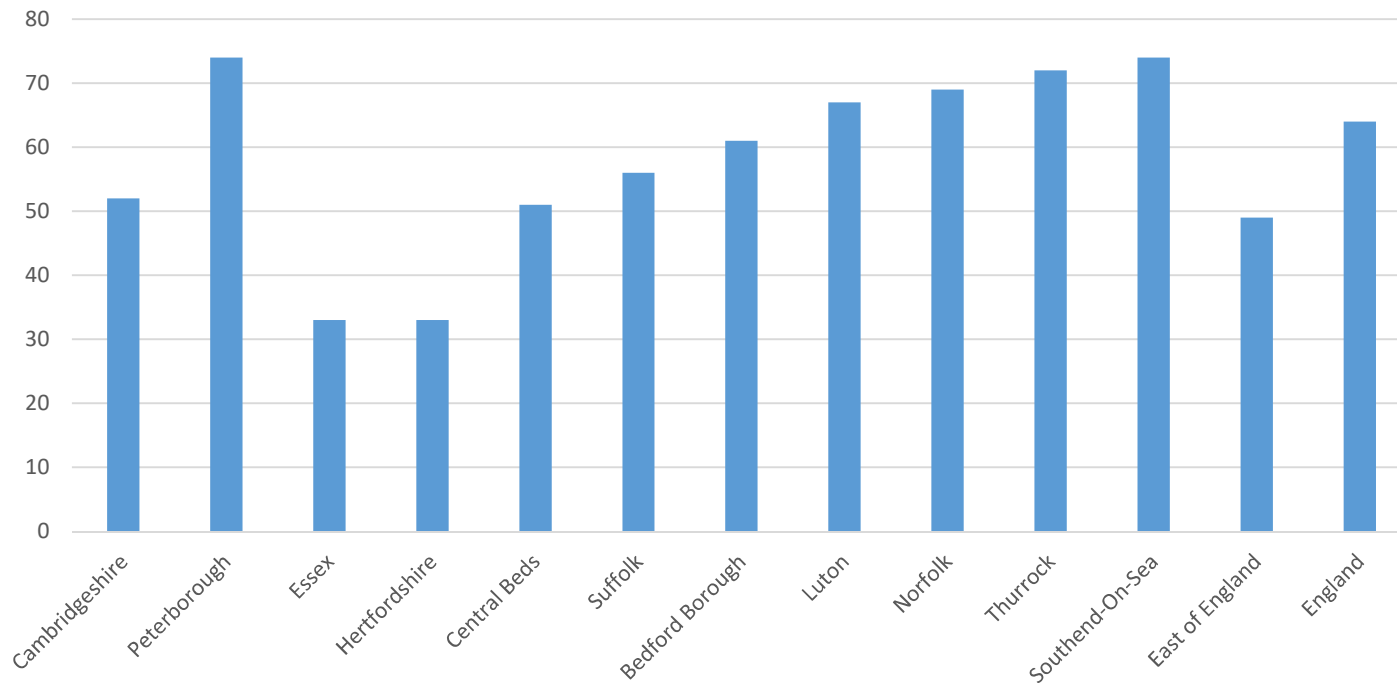
# Roundtable Discussions

- **Contract Monitoring & Performance**
  - **Content of KPI returns**
  - **Frequency of returns**
  - **What do you need from us?**

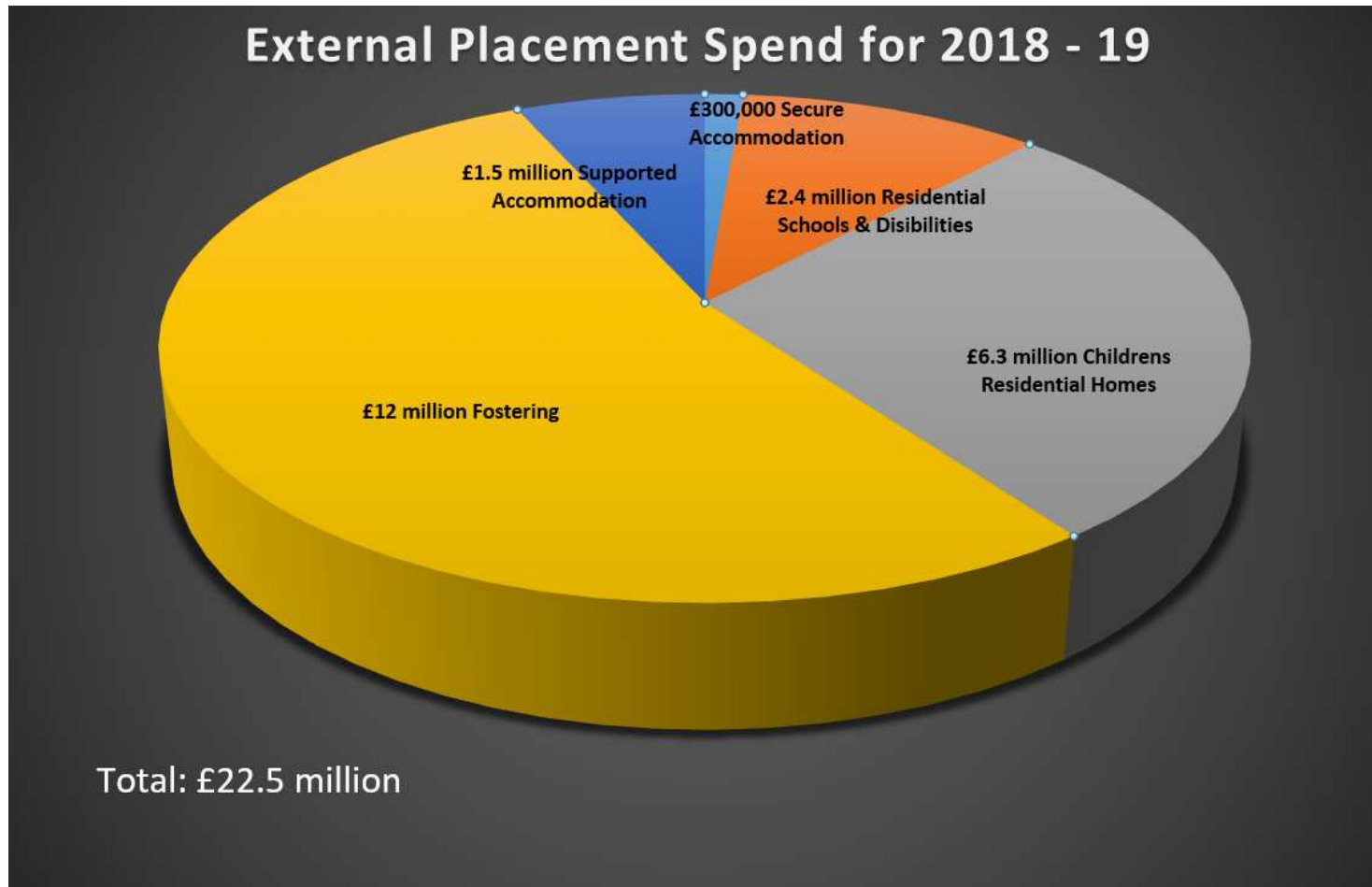
# Placement Data and Common Themes 2018 – 19

# Access To Resources

Children in Care rate per 10,000 in Comparison to Statistical Neighbours  
(2018)

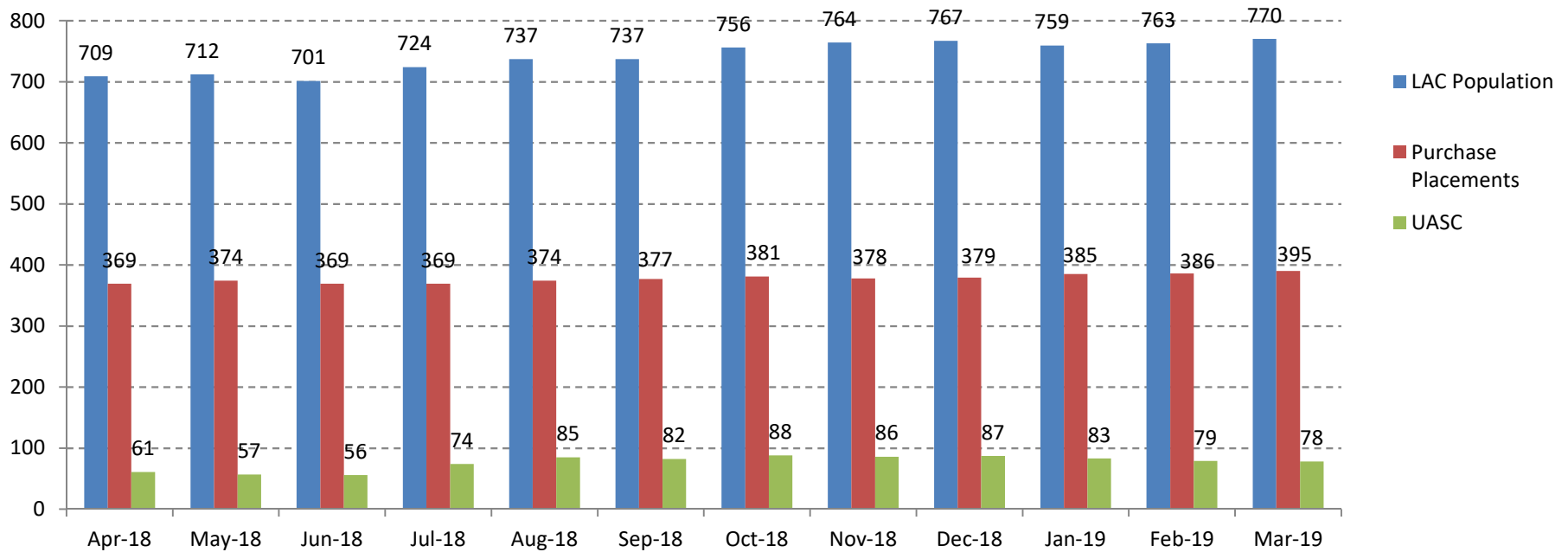


# Access To Resources - CCC



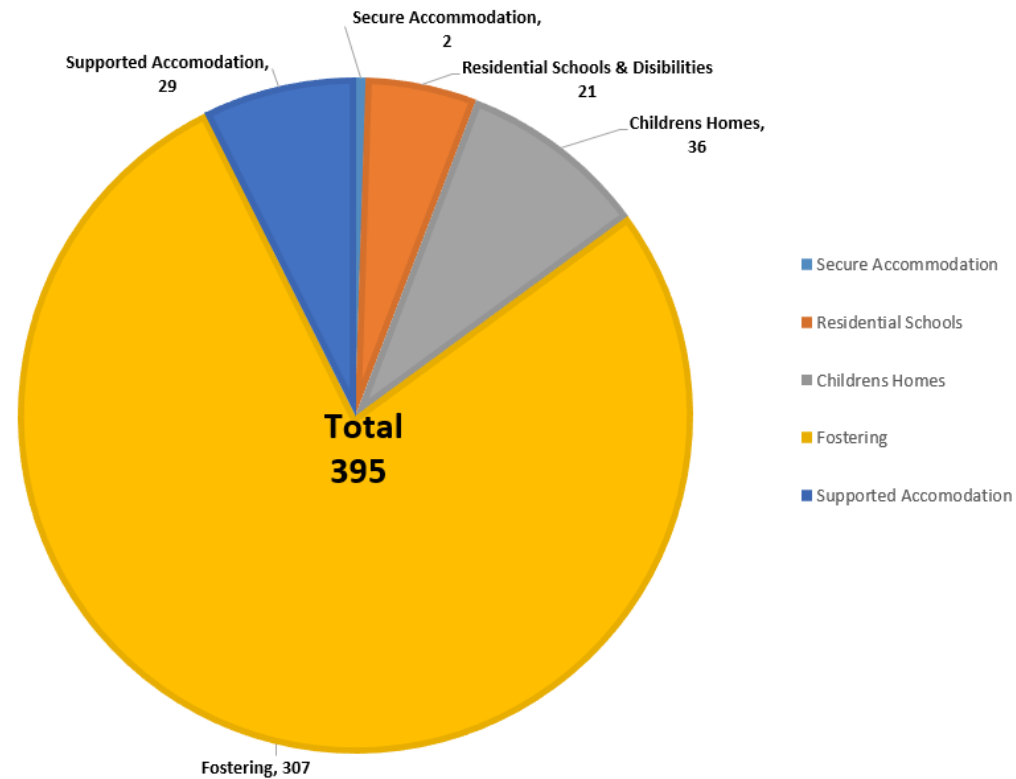
# Access To Resources - CCC

## Composition of LAC population at month end.



# Access To Resources - CCC

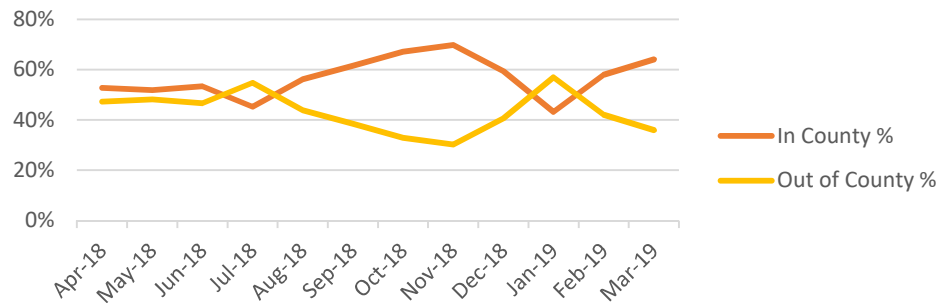
NUMBER OF YOUNG PEOPLE 2018 - 2019



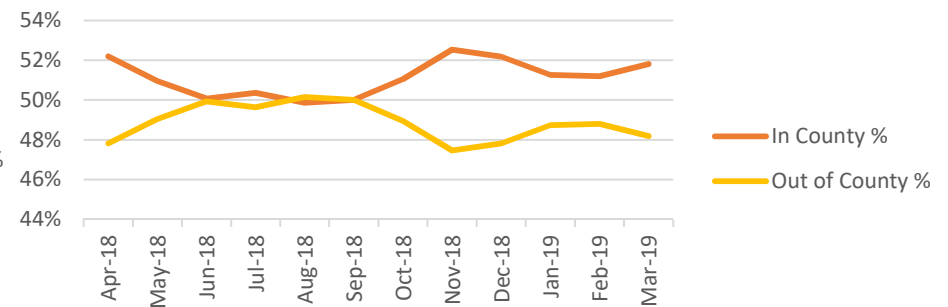


# Location of Placements - CCC

Percentage of In & Out of County Placements Made Each Month by ART



Percentage of All Current Placements Made by ART - In & Out of County



Location of placements month by month fluctuates

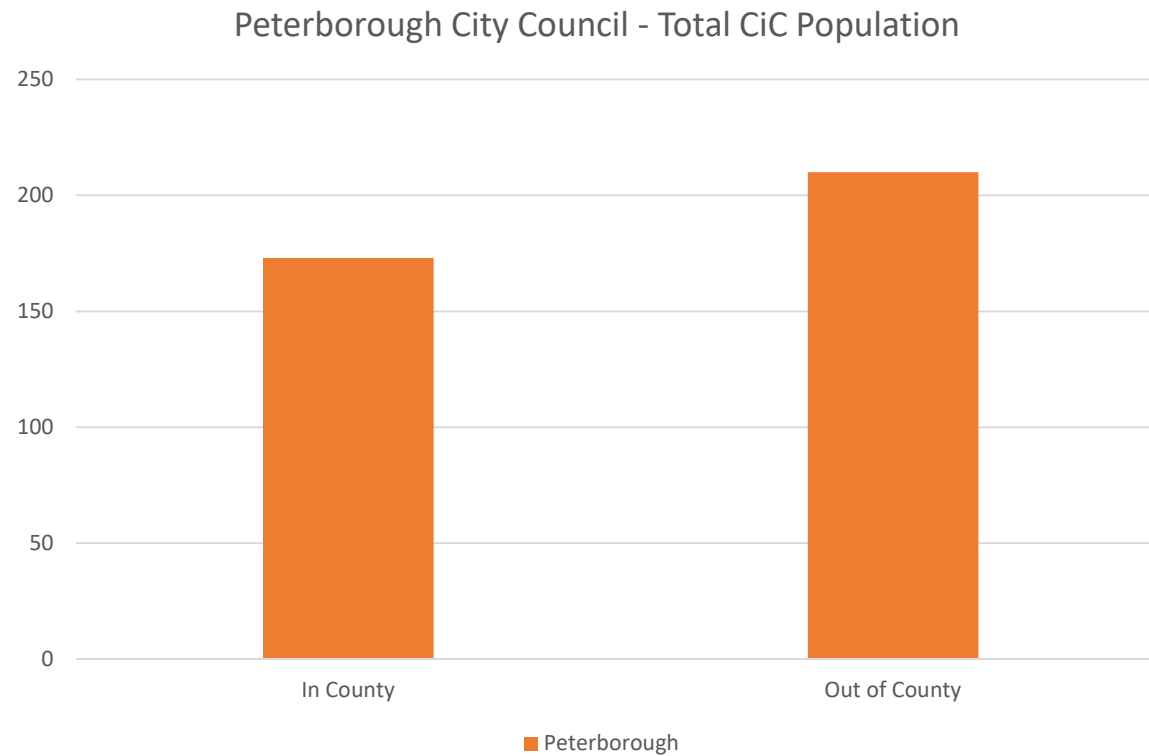
2019 has seen an increase of in-county placements

Placements made in March 2019 were split 64%/36% in favour of in county placements

Of the 395 placements the split is 52%/48% in favour of in county placements

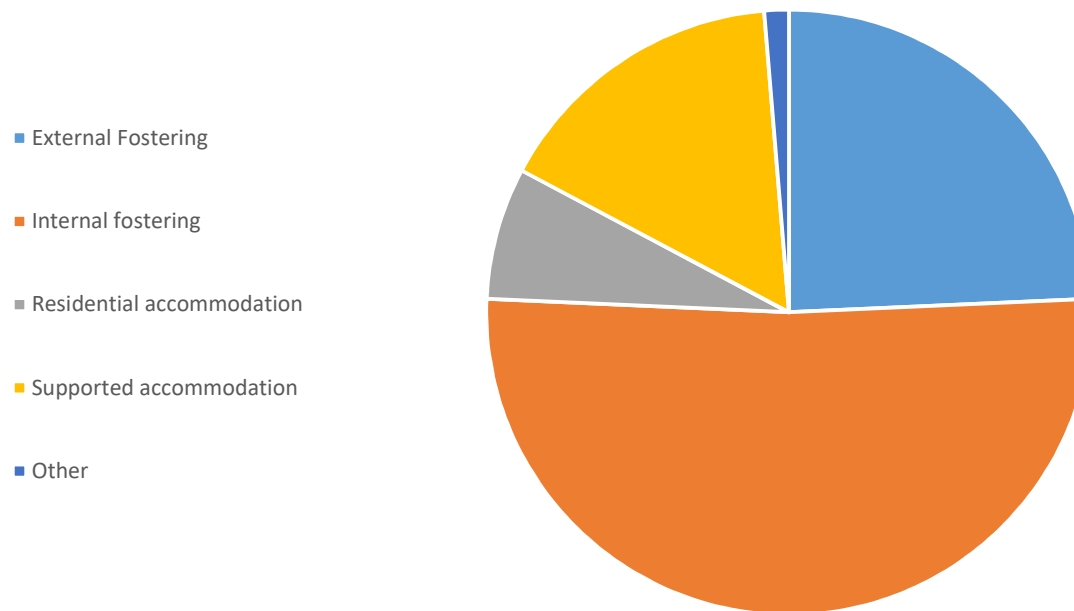
Future aim – preference for in county placements where appropriate

# Access to Resources - PCC



# Access to Resources - PCC

PCC Placement composition



# Access to Resources - PCC

Peterborough's spend per annum is currently £13,261,422.00 made up of:

**Lot 1** - IFA **£5,009,101**

**Lot 2** Residential (sole funded CSC) **£2,619,090** + Joint Funded education element **£2,232,407**

**Lot 3** - Out of City Education (DSG) **£2,110,945** + Joint funded Social Care element **£1,292,879**

**Lot 4** - Nil spend

# INMSS & Tuition

## Spend & Placement Composition

- 4293 young people with an EHCP (Apr 19)
- INMSS Total Spend - £13,500,000 (inc Education, Health and Social Care)
- $\frac{3}{4}$  in Day Placements &  $\frac{1}{4}$  in Residential Placements (38/52)
- Average costs remain around £40k for day, £90k for 38 weeks and £250k for 52 weeks
- £2m spend on Tuition (100% increase in 2 years)
- Average cost of provision is £50 p/h with a significant spend / numbers with one or two providers

# INMSS & Tuition

## Spend & Placement Composition

- **INMSS** Total of 171 Placements
- Over 50% are out of county
- Majority of need is SEMH and ASD, with lower figures in PMLD
- Average age is 14, with around 20 young adults
  
- **TUITION** around 90 young people
- Whole range of needs
- Varying composition of academic and non academic provision
- Young people spend to long on Tuition packages, with slow progress back to mainstream or on to alternative provision

Considering this pressure as part of the wider SEND Strategy and thinking holistically across our entire SEND offer, inc Short Breaks and services for Disabled Children.

# INMSS & Tuition

## PCC

- Around 1700 EHCPs
- Total of 44 INMSS Placements
- Working with around 8-10 Providers
- Majority of need is SEMH and ASD
- Much lower use of Independent Provision
- No use of Tuition through the DPS
- Average placement costs are consistent with CCC and regional partners

# Future Data Analysis for Providers

- Comparison of spend & placements etc. Over last 3 years
- Sector Averages
- Future CiC projections – objectives - population growth - demographics
- Number of Providers Vs Number of Placements
- % of placements & spend with Top 10 providers
- Placement types in fostering / residential / SEND
- Placement % on Framework / DPS over last 3 years
- Placement % of off contract / DPS over last 3 years
- Length of placements & throughput – how many are turning over?



# Needs Planning

- **SOME COMMON RESIDENTIAL PLACEMENT NEEDS:**
  - Aggression and challenging behaviour
  - Absconding and putting self at risk
  - Mental health
  - Children with significant disabilities /complex health needs
  - Sexual abuse –perpetrator & victim
  - County Lines /CSE
  - Out of area/away from family

# Needs Planning

## Comments

- Needs categorisation is subjective and not as simple as above
- Majority of young people will be a combination of needs that change over time.
- Understanding the range and variety of needs of Cambridgeshire young people in placements is helpful to Cambridgeshire commissioners and providers in planning the pattern of services required in future.

## Future

- Cambridgeshire Commissioners and Placements Team working with providers to discuss & plan for needs to aid improved commissioning
- Share expenditure and demand data to improve understanding of supply market
- Co-ordinating future demands to enabling greater choice & developing more local services.
- For example discussing pathways & services for young people e.g. residential step downs & willingness for providers to work collaboratively

# Common Placement Issues

- 'The New Normal'
- Placement Stability/ Breakdowns
- Immediate Notice – providers will not take same day placements
- Providers Market – Demand outstripping supply?
- Providers wary of taking challenging cases? Loss of positive Ofsted rating?
- Request for additional staffing/funding or the placement will end
- Upskilling carers/staff
- Turnover of staff
- Provider costs e.g. wage and pension costs

# Current Need & Forecasting Demand

Both Cambridgeshire & Peterborough have developed Sufficiency Statements in line with the statutory duty to ensure sufficient accommodation to meet the needs of our Looked After Children, Young People and Care leavers.

These documents are available here:

[Cambridgeshire](#)

Peterborough's is attached to the email with this presentation. Please email [Sam.Nash@Cambridgeshire.gov.uk](mailto:Sam.Nash@Cambridgeshire.gov.uk) for a copy also.



ANY SOLUTIONS ?

# Q&A

**Any questions?**

# Closing remarks

Thank you for joining us today.

We would like to welcome you to stay after for the opportunity to meet the Commissioners, Peggy Saroch (LGSS Procurement), and network with colleagues across Local Authorities and Providers

# Children's External Placements Provider Engagement Day

## Procurement



# 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

**Slide 33**

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**CH10**

Can we just re-iterate that this is a joint exercise with LGSS Procurement being the lead agency for this activity on behalf of PCC and CCC?

Carr Helene, 15/10/2018

# 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; <sup>CH9</sup> 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.

**Slide 35**

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**CH9**

That's not where the thinking is at currently - Lucy/Faye please discuss the output of the Board meeting last week with Peggy..

Carr Helene, 15/10/2018



- 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 displays the top navigation bar of the Due North portal. The 'Find opportunities' menu item is circled in red. Below the navigation bar, the 'Home' page is visible. A search bar is located in the top right, 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 divided into two columns. The left column features an 'Activities' section with tabs for 'Active', 'Recently added', and 'Last viewed'. Below these tabs is a search bar with a dropdown menu set to '-- Please select --', a 'Go' button, and a 'Search' input field, which is circled in red. A blue information box below the search bar reads: 'Please select a buyer from the dropdown and click on the 'Go' button'. The right column features a 'Company details summary' section for 'The Drawing Board', located at '15 Fairbairn Way, Chatteris, Cambridgeshire, PE16 6GY'. Below this, there are sections for 'Description' (Research) and 'Keywords' (Research). At the bottom of the page, there is an 'Opportunities' section with a 'Find opportunities' link and a 'Workgroups' section.

# 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

[LGSS Supplier User Guide - Due North \(v3\).pdf](#) 941 KB

## 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

The screenshot displays a procurement system interface. At the top left, a grey bar shows 'My response' with ID '107901050' and status 'Draft'. Below this is a blue bar for 'Additional information' with an 'Edit' link. A 'Supplier reference:' field contains the text 'Confirmation Editing your response'. The main area features a table under the heading 'Evaluation criteria/question sets'. The table has columns for 'Title', 'Action', and 'Progress'. One row is visible: 'Selection criteria questionnaire' with an 'Edit response' link and a progress bar of 10 green bars, labeled 'Mandatory'. To the right, a 'Time remaining' section shows a deadline of '11 April 2019 00:00:00' and a timer for 749 Days, 9 Hours, 39 Minutes, and 33 Seconds. At the bottom right, a 'Response controls' section contains a green 'Submit response' button and a blue 'Open response wizard' link, both circled in red. Below this is a 'Submission checklist' with a green circle next to 'Evaluation criteria/question sets'.

Title	Action	Progress
Selection criteria questionnaire	<a href="#">Edit response</a>	<div style="display: inline-block; width: 100%; height: 10px; background-color: green;"></div> Mandatory

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

# Confirmation

eshire District Councils - RFQ

5247798

tails

at Training

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

i:  
te a project using Due North and new regulations

[<Back to dashboard](#)

Time remaining

36 18 19 2  
Days Hours Minutes 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?