

# Community Based Wellbeing Services Provider Engagement

22<sup>nd</sup> February 2019

Samantha Sheppard, Senior Commissioner

# Agenda

- Introductions and welcome
- Presentation
- Workshop 1: Service / support model
- Presentation continues
- Workshop 2: Procurement options
- Timelines and closing

# Background to Current Position

- Historic grants that were awarded over 10 years ago based on local projects.
- Resulted in inequity of funding and service provision.
- There has been a managed process of ending many historic grants over last few years, or moving to contracts
- There are 48 historic grants left (value £5.9m)

# Strategic Overview

- KCC Voluntary and Community Sector (VCS) Policy was launched in 2015
- Historic grants are non-compliant with this policy in two areas:
  - Grants should not be used for services
  - Grants should be awarded through an open process
- This has been raised in two internal audits of the policy
- Work to end Older People and Physical Disability grants in 2017 was halted. This is the next phase of that process.

# What we need to achieve

Adult Social Care needs to:

- Award grants in compliance with the VCS policy
- Demonstrate through open application processes, transparency in how public money is spent
- Understand who is using current services and what people need to remain well and independent
- Design a model of wellbeing that aligns to and supports changes in Local Care through preventing and delaying people entering health and social care services
- Identify the right way to fund this model
- End current grants in order to re-invest funding in new services (funding arrangements to be confirmed)

# Wellbeing and Resilience

Two stage process that will address remaining grants

Gather information, monitor performance,  
understand demand, identify gaps,  
engage with stakeholders

1. Commission Services that signpost people to the support they need and help navigate health and social care systems

Community Navigation contract  
For 1 April 2019

Interim Grant for 12 months from April 2019 – March 2020

2. Commission Community Based Wellbeing Services that provide ongoing support to people

Community Based Wellbeing Services  
For 1 April 2020

# Community Navigation

- A tender for a new Community Navigation service has been completed.
- This contract combines care navigation and carers assessment and support services into one contract.
- It has been jointly commissioned with Kent CCGs
- Applicants have been informed of the outcome of their tender and the standstill period will end 25<sup>th</sup> February.
- Contracts will be awarded on 26<sup>th</sup> February.
- The new contract will begin 1<sup>st</sup> April 2019.

# Interim arrangements for 2019/20

## KCC's Requirements:

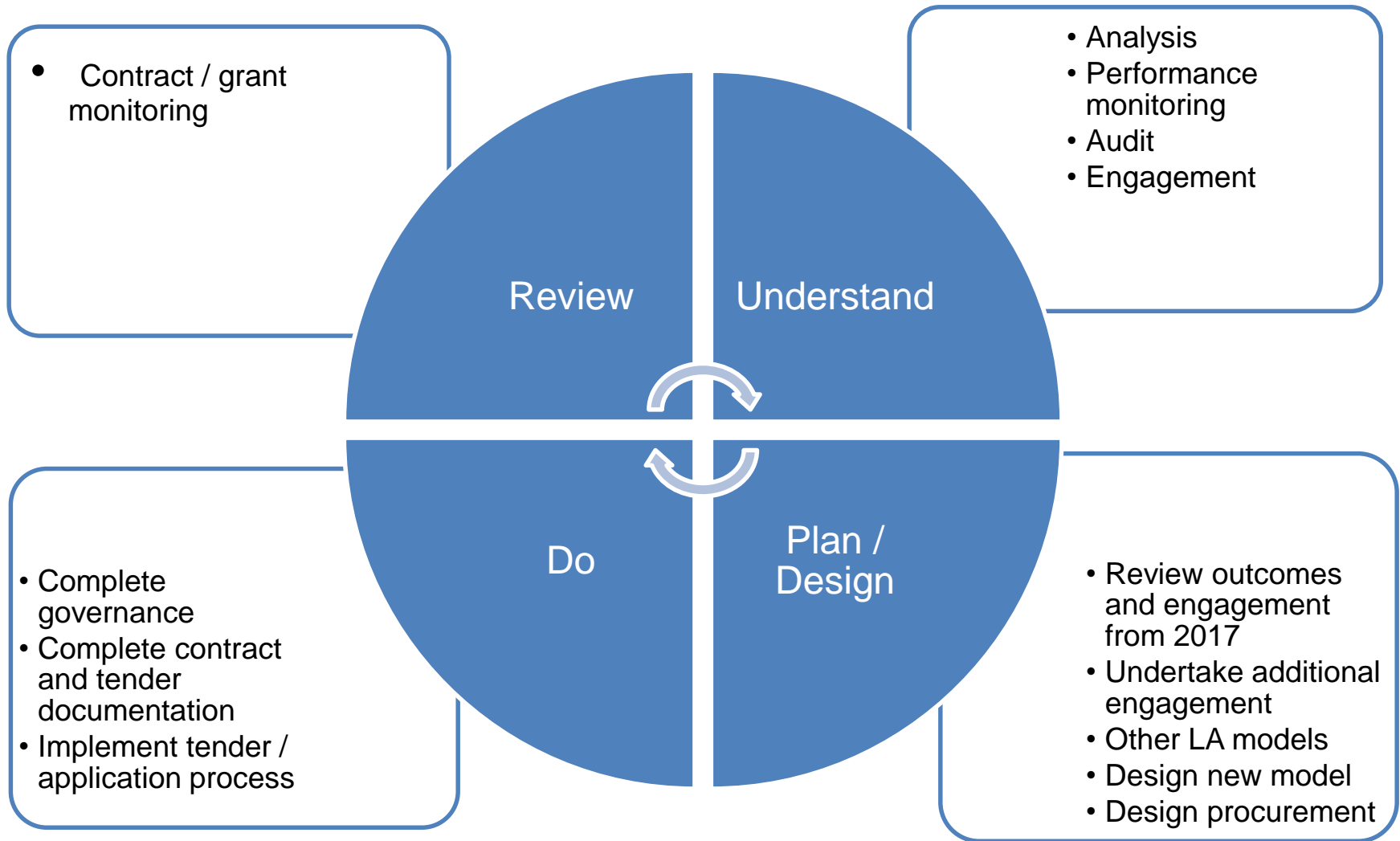
- Ability to gather information about type and level of demand for services through greater performance monitoring
- Ensure arrangements are GDPR compliant to enable understanding of scale and scope of eligibility for Social Care services by collating information on their users
- Understand impact of changes to funding through one off audits

## Arrangements agreed:

- Grants extended for 12 months (31.03.2020)
- Payment will be monthly in advance (except grants < £30k)
- Confirmation letters distributed in March 2019



# Community Based Wellbeing Services



# Scope of CBWS

There are a number of current arrangements that support people to remain well and in their own homes. These will all come together in CBWS. These are:

Grant / contract	End date	Value
Older People historic grants	31.03.20	£4,040,656
Physical Disability historic grants	31.03.20	£160,100
Dementia historic grants	31.03.20	£606,494
Sensory services historic grants	31.03.20	TBC
Home Improvement Agency contract	31.12.19 <small>*further extension TBC</small>	£500,000
Carers Short Breaks contract	31.12.19 <small>*further extension TBC</small>	£3,087,241 <small>*KCC and CCG</small>

# Grants or Contracts?

Grants and contracts are both options for funding future support through CBWS.

- Step 1: understand what we want to commission: are they services? Who are the beneficiaries? What are the VAT implications?
- Step 2: find the right funding arrangements for what we want to commission. i.e. services that attract VAT require a contract, a financial contribution towards delivery a Grant

However, applications will be an open process whether grant or contract.

# Underlying Principles

- We will understand what we want to buy and find the right funding arrangement, this is not a programme to categorically move all Grants to Contracts
- Support the sector to bid through open process for Grants or Contracts
- Focus on Social Value and heavier weightings on criteria for local VCS organisations, use of local volunteers etc to provide assurance on investment in Kent based VCS
- Phased implementation of financial realignment to demography and service delivery

# CBWS – Initial Ideas

CBWS Principles: Funding allocated based on demography / deprivation etc. Same service offer regardless of where you live. Joint commissioned where possible. Universal services where possible, specialist where necessary.

Consisting of

## Universal Support Services

Delivered in the community.  
Primarily for older people and people living with dementia.  
Focused on outcomes.  
Reducing loneliness and social isolation.  
Promoting physical activity.  
Promoting access to arts, culture and heritage  
Accessible to all through use of reasonable adjustments (where needed)



Specialist Support  
for people with  
sensory  
impairments:  
TBC

Falls Prevention

**Specialist  
Support Services  
(where needed)**

Specialist Support  
for people with a  
physical disability:  
• Peer Support

Specialist Post  
diagnostic Support  
for people living  
with dementia:

AND

**Support for your home:**  
Support to maintain a safe and  
secure home environment.  
Supporting adaptations.

**Information and Advice**  
Support to maximise benefits and  
financial income

**Support for Carers (Short  
Breaks):**  
Jointly Commissioned with CCG's  
Flexible support based on  
assessment of need. Including end  
of life (?)

**KCC Wellbeing Offer**  
Libraries. Country Parks.

# Workshop 1

1. What does 'Support for your Home' look like for your client group?
2. What universal outcomes do we need to achieve for your client group?
3. Are there any specialist services for your client group?
4. Is there anything in the specialist group that could be universal?
5. Do Support For Your Home, Information and Advice and Support for Carers fit within universal or specialist services?

# CBWS – Procurement Model Initial Ideas

## OPTION 1: Key Strategic Partner

Key Strategic Partner delivering some services and overseeing a delivery network for the rest



Universal Support Services

Specialist Support Services

Support for your home

Information and Advice

Support for Carers (Short Breaks)

## OPTION 2: Prime Provider

Prime Provider responsible for delivering all services (potentially through sub-contracting). Could be a partnership



Universal Support Services

Specialist Support Services

Support for your home

Information and Advice

Support for Carers (Short Breaks)

At a County, CCG or District level

# CBWS – Procurement Model Initial Ideas

## OPTION 3: Individual contract lots

A number of individual grants / contracts



**Lot 1: Universal Support Services**

**Lot 2: Specialist Support Services**

**Lot 3: Support for your home\***

**Lot 4: Information and Advice\***

**Lot 5: Support for Carers (Short Breaks)\***

## OPTION 4: Individual contract lots

A number of individual grants / contracts



**Lot 1: Universal Support Services**

**Lot 2a: Specialist Support: sensory**

**Lot 2b: Specialist Support: physical disability**

**Lot 2c: Falls Prevention**

**Lot 2d: Specialist Support: dementia**

**Lot 3: Support for your home\***

**Lot 4: Information and Advice\***

**Lot 5: Support for Carers (Short Breaks)\***

**At a County, CCG or District level**

\*subject to determining model and whether universal / specialist / separate



# Workshop 2

1. Please use the feedback forms provided to identify risks and opportunities associated with each option.
2. Please note whether any of the options are more or less attractive based on the geographic profile (i.e. district, CCG or county wide level).
3. Are there any options that we have missed?

# Key activity milestones

Date	Activity
Mar 2019	Letter confirming value of interim grant arrangements sent out following approval of KCC 2019-20 budget
Feb – March 2019	Stakeholder engagement
6 May – 17 June 2019	Formal public consultation
27 September 2019	Adult Social Care and Health Cabinet Committee
4 October 2019	Invitation to Tender opens
8 November 2019	Invitation to Tender closes
11 November 2019 – 19 January 2020	Contract evaluation, moderation, negotiation and award governance begins
20 January 2020	Award of funding
1 February – 31 March 2020	Mobilisation of new services
1 April 2020	New services begin

# Support

## Stronger Kent Communities Training Sessions

Thursday 2 May	Sevenoaks	Research skills 10 - 1	Evidencing need 2 - 5
Wednesday 13 March	Maidstone	Outputs/outcomes 10 - 1	Diversifying income 2 - 5
Thursday 28 March	Romney Marsh	Improving your application 10 - 1	
Thursday 4 April	Dartford	Develop social enterprise 10 - 1	
Wednesday 17 April	Ashford	Accidental fundraiser 10 - 1	
Tuesday 4 June	Tonbridge	Organising fundraising events 10 - 1	
Thursday 27 June	Canterbury	Tendering and procurement 10 - 1	Social enterprise 2 - 5
Thursday 4 July	Capel-le-Ferne	Introduction to fundraising 2 - 5	

### For More information

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# Talk to us....

- Please feel free to contact of to discuss any particular concerns that you have in relation to your organisation
- We will be as flexible as possible in meeting with you to discuss individual circumstances

# Any questions?