



**Improving Care Sector Engagement
Initial Mapping Document for Project 3, Local Commissioning**

Original project brief from the DH/CPA funding agreement:

“To identify projects to improve local government and NHS commissioning through enhanced co-production with the independent and voluntary adult social care provider sector, including supporting local care associations that can represent the sector in discussions with local commissioners.”

Current published guidance:

Care and Support Statutory Guidance, Chapter 4
DH, 2014
<ul style="list-style-type: none">• Sets out guidance for local authorities for their contact with care providers which emphasise positive engagement.• States, for example, that “Engagement with providers should emphasise understanding the organisation’s strategies, risks and plans, and encourage building trusting relationships and fostering improvement and innovation to better meet the needs of people in the area.”

Commissioning for Better Outcomes
U of B HSMC, DH, ADASS, LGA, TLAP - October 2014
<ul style="list-style-type: none">• Sets out 12 standards for excellent commissioning to achieve good outcomes.• Standard 5 covers positive engagement by commissioners with all local care providers.• Sets out what good engagement with providers looks like, suggests evidence to demonstrate performance and encourages LAs to self-assess how they are doing in meeting the standard.

Market Shaping Guidance and Toolkit
IPC, DH, ADASS, LGA, CPA - June 2015, revised 2016
<ul style="list-style-type: none">• Guidance for local authorities on how to develop a Market Position Statement and a toolkit to help them do so. Full details, including a database of market position statements, are at http://ipc.brookes.ac.uk/what-we-do/market-shaping.html• Specific focus is on local authority collaboration with SME care providers.• Includes Good Practice Guidance for engagement by LAs with SME providers and a local authority Engagement Self- Assessment.• Also includes corresponding advice for SME providers on how to engage with LAs.

Working with care providers to understand costs – a guide for adult social care commissioners

CIPFA, commissioned by LGA, DH and ADASS, and with the involvement of CPA - 2017

- Aims to enable and equip commissioners with the knowledge and skills to support informed dialogue with providers in the interests of working towards agreed fee rates which are affordable, good value for money and support market sustainability.
- Provides detailed guidance on how to understand care provider finances and company accounts; sets out the various difference costs involved in providing care services.
- Discusses different ways that commissioners can work with providers to balance the need to achieve value for public money with supporting a quality and sustainable market.
- Focus is on care homes and homecare.

Quick guides

NHSE with various partners including CPA members

- A series of Quick Guides focusing particularly on issues at the interface between adult social care and emergency and urgent care services
- Topics include:
 - Better use of care at home
 - Better use of care homes
 - Identifying care home placements
 - Discharge to assess
 - Improving hospital discharge in to the care sector
 - And several others

Current publications on procurement that may be relevant:

- LGA 2015:
 - National procurement strategy for social care
 - Provider protocol – a commitment to work together
 - Myths about procurement
- National Care Forum 2016 – Influencing Commissioning and Procurement – Resource guide for members. Includes guidance on the LGA documents listed above.
- CIPFA – Professional development award for commissioning, procurement and contracting for care services.

Current work related to commissioning:

Quality Matters
<ul style="list-style-type: none">• Led by CQC but with very wide engagement of other sector agencies, commissioners, providers and people supported by social care services.• Sets out a shared sector-wide commitment to high-quality, person-centred adult social care.• Substantial involvement of CPA members including as members of groups working on the various different parts of the Quality Matters action plan.

TLAP Care Markets and Quality Forum
<ul style="list-style-type: none">• Co-chairs are Sharon Allen and National Co-Production Action Group (NCAG), Adam Webb is the TLAP lead. Colin Angel (UKHCA) and Ian Turner (RNHA) are members of the group.• Brings together people who use services, carers, providers, SCIE, CQC and commissioners as equals.• Aim is to look at how we do Section 5 of the Care Act in practice – as set out in the statutory guidance referred to above. Current focus is on how do we encourage better and more mature conversations?• The main activity is regional events that take place 2 or 3 times a year to share good practice. TLAP has knowledge of several local authorities thought to be doing a good job.• It's not clear how the outputs are currently disseminated more widely.

Review of Commissioning for Better Outcomes
<ul style="list-style-type: none">• Part 3 of the Quality Matters action plan.• Led by LGA with involvement from Healthwatch England, TLAP, Skills for Care, ADASS, SCIE, NICE and CPA.• CPA representatives are Colin Angel (UKHCA) and Ian Turner (RNHA.)• Timescale – understood to be working to complete the review early to mid-2018.

NICE
<ul style="list-style-type: none">• Currently developing a resource for Adult Social Care Commissioning (ASCC).• This will map NICE quality statements and recommendations to CQC framework and give examples of how these can be used.• Has developed guidelines and quality standards covering several topics in social care, for example Home Care for Older People, and the Mental Wellbeing of Older People Living in Care Homes .

Kings Fund

- Has run a recent learning network programme that brought groups of people from six local areas together for a number of study days on how to work together better.
- Working on a report on Embedding Enhanced Healthcare in Care Homes, drawing particularly on what was learnt through the learning network. Aiming for publication in November and a conference on 5th December.
- National Kings Fund conference on commissioning October 2017 – biggest focus is NHS commissioning.

Skills for Care

- Publishes a range of resources for commissioners and also has qualifications for them www.skillsforcare.org.uk/Topics/Commissioners
- Has developed training programmes for commissioners.
- Emphasis is on supporting wellbeing, empowerment and integration. Main focus in relation to market shaping would appear to be workforce.

Integrated Personal Commissioning

- Led by NHSE with projects in a number of areas aiming to give people more choice and control and bring services together around the person.
- Shaping a market that works for individuals, rather than “one size fits all.”
- Alex Fox (Shared Lives Plus) is a member of the programme’s Commissioning Board.

Public Services Transformation Academy

- Social enterprise led by Red Quadrant and partners who are “thought leaders in commissioning”. Includes the Commissioning Academy, which used to be in the Cabinet Office – courses for commissioners.
- Website has links to a lot of publications and resources.

Population data:

IPC maintains two information systems for those who plan and commission social care in England:

- POPPI (Projecting Older People Population Information) can be found at www.poppi.org.uk. It is a programme designed to help explore the possible impact that demography and certain conditions may have on populations aged 65 and over.
- PANSI (Projecting Adult Needs and Service Information) can be found at www.pansi.org.uk. It gives easy access to projections of the numbers, characteristics

and care needs of people aged 18-64 in England at national, regional and council level.

The two systems are free to access for who work in local & national government, NHS, provider and academic organisations. Other organisations, for example care providers, may access the systems through paid subscription.

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