

Welcome

From the Local Authorities of the Southern Region (LASR)

*This is a presentation of information to the market
in advance of a soon to be published*

Invitation to Tender for

Children's Residential Care

The Information Pack

The Presentation is in three parts:

Part 1. Our journey to the Procurement of Children's Residential Care

Part 2. The Invitation to Tender Highlights

Part 3. Information on how to register on the tendering portal Curtis Fitch.

***NOTE:** Following the publication of this advert and the OJEU Contract Notice, prior to the publication of the Invitation to Tender (ITT) Documents, the Local Authority Partners would like to provide the opportunity to interested parties to ask clarification questions. A project has been opened in the tendering portal, Curtis Fitch for this purpose and instructions on how to access Curtis Fitch are included later in this presentation. The responses to the clarification questions will be published for information prior to the publication of the ITT on the 16th March 2018.*

Consortium Commissioning of Children's Residential Care

Part 1

Our Commissioning Journey

Who are we?

Southampton City Council is acting as the lead purchaser in a consortium of 19 local authorities including:

Bournemouth Borough Council, Bracknell Forest Council, Brighton and Hove City Council, Dorset County Council, East Sussex County Council, Hampshire County Council, Isle of Wight Council, Medway Council, Oxfordshire County Council, Poole Borough Council, Portsmouth City Council, Reading Borough Council, Slough Children's Services Trust, Southampton City Council, Surrey County Council, West Berkshire Council, West Sussex County Council, Windsor and Maidenhead Council, and Wokingham Borough Council.

The framework will additionally be open to Contracting Authorities in the counties of:

Devon, Somerset, Kent, Dorset, Oxford, Surrey, Hampshire, Wiltshire, Berkshire, Cornwall, the West Midlands and Greater London. Some Authorities within these counties have expressed interest in accessing the framework in the future, but have made no firm commitment at this stage. They are included to ensure they are able to access the framework if they wish to do so at a later date.

Why are we undertaking this procurement at this time?

- We need to have a procurement regulation-compliant route to the children's residential care market. This contract will replace spot purchasing activity and other framework agreements used by consortium members which are due to expire in the coming months.
- We are encouraged by our recent positive experience of working together to procure independent foster care and the positive feedback we've received from independent fostering agencies regarding their experience of those arrangements
- We want to make it easier for providers to respond to tender opportunities and easier for providers to do business with local authorities within the region.
- We're collectively inspired by the recommendations of Sir Martin's Narey's review of children's residential care, which finds evidence for better relationships, cost effectiveness, and improved outcomes through the use of shared block contracts, and we want to use this framework agreement as a platform to develop greater use of these in our purchasing of children's residential care.

How have we considered the market's perspective?

We hosted a well attended event with providers on 17th July 2017 to give them an opportunity to influence our commissioning intentions. We received valuable feedback at the event and since that has been incorporated into the design of the procurement, service specification, and terms and conditions.

Your feedback	Our Response
Differences in commissioning approaches between local authorities can create a burden for providers	19 local authorities will use this framework agreement with standardised specifications, and terms and conditions as their primary route to the children's residential care market.
There should be more opportunities for providers and commissioners to work together on the development of new services	The block contact call-off procedure has been designed flexibly to allow for dialogue and collaboration between providers and purchasers on the design of these services
The specification of different types of residential care should be clearly articulated through the development of separate 'lots' in the framework agreement.	6 separate lots are specified as detailed in part 2 of this presentation

How have we considered the market's perspective?

Your feedback	Our Response
Providers should be able to offer 'volume discounts' to local authorities.	The Pricing Schedule for this procurement has been designed to encourage the offer of volume discounts whilst simultaneously ensuring that smaller providers are not disadvantaged by this.
Routinely requiring providers to bid to be on new framework agreements is an unnecessary burden. Contracts should be longer (i.e. 10-15 years)	Legal advice has been taken and the advice is this term is too long due to uncertain economic times ahead including Brexit and changes in Government that could change policy. This framework agreement will be for 3 years with the option to extend for a up to a further 3 years.
Whilst a consortium of authorities may have developed the commissioning and contracting, a specific authority has the statutory duties towards an individual child.	The framework agreement establishes the terms governing the contract and is a mechanism to approve providers and provide quality assurance for the services as described in the specification. The contracts are formed when the Individual Placement Agreements (IPA) are arranged by a local authority within the consortium and/or the block contracts (purchase of multiple beds by one or more local authorities) when these are tendered.
The tender/contract should not duplicate regulatory requirements	OFSTED ratings will act as the primary method of quality evaluation when awarding providers to the framework, with some additional measures used for evaluating the quality of residential parenting assessments and therapeutic care.

How have we considered the market's perspective?

Your feedback	Our Response
Providers need to reserve the right to charge for additional services above and beyond their stand fee.	The pricing schedule for this contract has been designed to allow for the inclusion and charging for additional services not described within the service specification as required as part of the standard weekly fee.
Providers need to reserve the right to sub-contract for services required to meet the needs of children placed with them.	Where the local authority has consented to the provider sub-contracting any part of the Service, the provider must ensure that the sub-contractor provides services that are compliant with the requirements of the specification. The framework provider will remain responsible for the acts, defaults, and neglect of any sub-contractor.

How were the Terms and Conditions of the Framework Agreement developed?

The following documents were reviewed by the consortium when forming the Terms and Conditions of this Framework:

- The Mid Southern Authorities Tender for the Provision of Residential Care
- Residential Care and Education and Independent Education Provision
- ICHA Developing Fair Contract Terms and Conditions
- Independent Fostering Agencies Framework
- London Care Services Model Contract
- National Children's Residential Care Contract

Consortium Commissioning of Children's Residential Care

Part 2

The Invitation to Tender Highlights

Key features of this procurement

- A Framework agreement with a duration of 3 years with option to extend up to 36 months (6 years maximum)
- Re-opened annually to facilitate competition and allow for new entrants to come onto the framework
- An evaluation process that gives purchasers sufficient assurance of quality and best value
- A platform from which block contracts may be called off by individual consortium members or shared between two or more local authorities in the consortium
- A centralised framework co-ordination function is being developed whereby one local authority within the consortium will lead on certain tasks designed to reduce duplication and ensure consistency with respect to monitoring and communications with framework providers

The Highlights of the Procurement

Framework Agreement

**Centralised Framework
Coordination Function which
will facilitate communication
and efficient transactions
between Providers and the
Local Authorities**

**Collaboration of
19 Local
Authorities**

A procurement design to
- reduce administration
- Provide information on
how to call off block
contracts early in the
process

**Duration of 3 years with
optional up to 36 months
extension
Total = 6 years**

**Option for
more Local
Authorities
to join later**

**Optional Opportunities for
LAs to purchase multiple beds
(Block Contracts) and for
Providers to offer discounts
for siblings placed or multiple
placements across homes**

Lots in the Framework

- 1 Planned Residential Care**
 - 1a Same Day Residential Care**
- 2 Crisis Care**
- 3 Residential Care with DFE Regulated Education**
- 4 Residential Parenting Assessments**
- 5 Therapeutic Residential Care**
- 6 Children with Disabilities**

OFSTED RATINGS

For Establishing and Maintaining Quality of Services current OFSTED ratings will apply.

Minimum rating of 'Requires Improvement' is required to be offered a place on the framework (provided applicants first pass the selection criteria stage).

New providers to the market will have separate instructions on how to apply to the Framework.

Providers not registered with OFSTED (for example Providers in Scotland or Wales) will have separate instructions on how to apply to the Framework.

When applying for Lots 4 and 5 on the framework there will be a quality assessment. Providers are required to answer 2 questions if applying for these lots in order to demonstrate their ability to meet the requirements as set out in the specification.

Block Contract Opportunities

- To bid for Block Contracts, bidders must be approved on the framework
- Block Contracts give providers opportunities in terms of:
 - Income security
 - Developing more concrete and collaborative relationships with local authorities
 - Growth and business development
- Smaller organisations can bid for suitable opportunities and if they wish will have an opportunity to collaborate to submit joint bids for block contracts



Re-Opening the Framework

- ❖ The framework will re-open annually
- ❖ This will give the opportunity for new providers to join the framework
- ❖ Existing providers can apply for existing Lots that they currently work with and other Lots if they wish

Indicative Timeframes for the Procurement

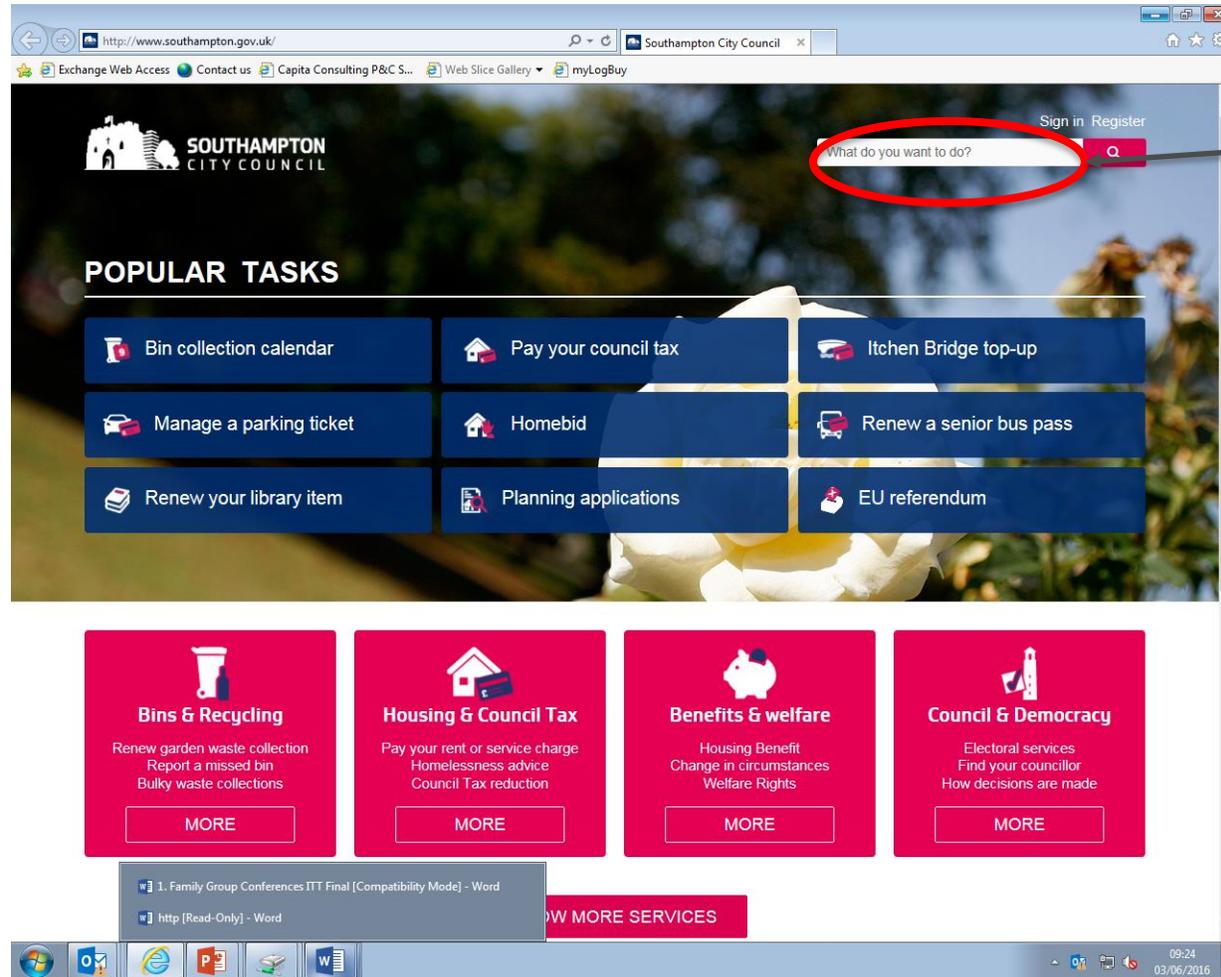
Stage	Dates
Issue of Invitation to Tender	16.03.18
Close the Opportunity to ask Clarification Questions	13.04.18
Submission of Tenders	27.04.18
Evaluation of Tenders	30.04.18 to 19.06.18
Notification of result of evaluation	27.06.18
Expected date of award of Framework	07.07.18
Planned commencement	01.08.18

Consortium Commissioning of Children's Residential Care

Part 3

How to Register on the Tendering Portal Curtis Fitch

[Access this link - http://www.southampton.gov.uk/](http://www.southampton.gov.uk/)



Supply
Southampton

<http://www.southampton.gov.uk/business-licensing/supply-council/supply-portal.aspx>

The screenshot shows a web browser window displaying the Southampton City Council Supply portal. The browser's address bar shows the URL: <http://www.southampton.gov.uk/business-licensing/supply-council/supply-portal.aspx>. The page features the Southampton City Council logo and a search bar at the top. Below the logo, the breadcrumb navigation reads: Home > Business & Licensing > Supplying the council. The main heading is "Supply portal".

On the left side, there is a sidebar with the following links:

- Within this section
- > Supply the council
- Current adverts
- Future opportunities
- How we buy
- Supplier payment
- What we buy

The main content area contains the following text:

The Supply Southampton service is available to all organisations interested in selling goods and services to the council.

Supply Southampton makes it easier to do business with us. To view current tender opportunities:

- Above & Below £100k

Whilst the council does not operate an 'approved supplier' list; it does however, encourage suppliers interested in dealing with the council to quote or tender for requirements as and when they arise.

At the bottom of the main content area, there is a link: "Was this information helpful? ↓".

Below the main content, there are options to "Print this page" and "Share this page" with social media icons for email, Facebook, and Twitter.

The footer contains the following information:

- A-Z | News | Accessibility | Contact us | Jobs | Privacy
- Twitter | Facebook | YouTube
- Stay connected sign up to e-alerts
- Southampton City Council, Civic Centre, Southampton, SO14 7LY

The Windows taskbar at the bottom shows the system tray with the date and time: 09:28 03/06/2016.

Browser window showing the URL: <https://supplysouthampton.esourcingportal.com/>

Navigation menu: Register, Current Opportunities, Past Opportunities, Help Information

Welcome to Supply Southampton

Southampton City Council is delighted to provide its Supply Southampton service to all organisations interested in selling to the Council.

Supply Southampton embodies our aim of making it easier to do business with us. It provides a simple and secure way of managing tenders over the internet - reducing the time, money and effort associated with tendering for both the Council and its suppliers. Additionally, where organisations have defined the range of works, services or supplies on their system profile that they are interested in supplying to the Council, they will receive an alert informing them of any opportunity for that defined range.

We invite you to register. Please read the How to Register guide and then [register](#) and use the service and its helpdesk absolutely free of charge.

Registered suppliers can use the service to:

- provide basic information about their organisation just once
- receive alerts regarding current opportunities of interest to them
- express an interest in current opportunities
- submit their pre-qualification and tender responses electronically
- ask our buyers questions about a tender using a secure messaging facility

IMPORTANT UPDATE: Correspondence from this portal will now be from the sender mailserver@curtisfitchmail.com

Please sign in

Form fields: Username, Password

Buttons: [Sign in](#), [Register](#) (circled in red), [Forgot Password](#)

Footer: A-Z, News & Events, Accessibility, Contact Us, Jobs

Social media: [Twitter](#), [Facebook](#), [Youtube](#)

Stay connected: Southampton City Council, Civic Centre, Southampton, SO14 7LY

Taskbar: 09:29, 03/06/2016

Welcome to the Southampton City Council sourcing portal.

Please enter your organisation's details as requested in the next screen. We also request that you select the types of goods / services that your organisation has demonstrable experience in providing. This will help us to better understand your business and capabilities, and target tender opportunities to match your expertise.

With the necessary information at hand, the form should take approximately 20 - 30 minutes to complete.

This questionnaire asks you to confirm if there are any Mandatory or Discretionary reasons that can prevent your organisation from tendering with Southampton City Council and there is a final stage, which is a declaration.

Including these questions in the registration enables us to gather information on your organisation once, rather than repeatedly asking you to complete for each tender. We hope this will make it easier for you to respond to suitable opportunities.

Kindly register your organisation once. You are able to include additional contacts on the Organisation and contact details.

The Registration Process:

- Requires company information, and areas of expertise.
- Require Yes/No answers relating to declarations of company standing.
- Requires a confirmation that the response is accurate.

The registration process is split into two stages, please refer to the help tab located on the Southampton City Council sourcing portal to access the user guides on how to register.

The contact details entered will be the details (email address) that will receive communications and invitations to participate in sourcing events. We suggest that this goes to a shared email address to avoid your company missing out on these.

Proceed

Browser address bar: https://supplysouthampton.esourcingportal.com/register_interest.cfm?&preregister=1

Browser tabs: Exchange Web Access, Contact us, Capita Consulting P&C S..., Web Slice Gallery, myLogBuy

SOUTHAMPTON CITY COUNCIL

Navigation: Login, Register, Current Opportunities, Past Opportunities, Help Information

Register Interest

Fields marked with an * are mandatory for registration only, other details will be used should a supplier be asked to tender for future supply of goods/services

Welcome to Southampton City Sourcing Portal.

Southampton City Council is pleased to be able to provide this Southampton service to all organisations interested in selling to the Council.

This tool aims to assist the council in managing it spends for goods and services and in doing so, provide opportunities to the wider supplier base.

We invite you to register.

Registered suppliers can use the service to:

- provide basic information about their organisation just once
- receive alerts regarding current opportunities of interest to them
- express an interest in current opportunities
- submit their pre-qualification and tender responses electronically
- ask our buyers questions about a tender using a secure messaging facility

Login Details

Username (Email Address) *

Already have an account? No Yes

Personal Details

Title *

First name *

Last name *

Job Title *

Contact Telephone Number *

Mobile Telephone Number

Company Details

Company Name *

Address Line 1 *

Address Line 2

Taskbar: Windows, Outlook, Internet Explorer, PowerPoint, OneDrive, Word

System tray: 09:32, 03/06/2016

Curtis Fitch

Home

Adrian Draper-Oatley >

03/06/2016 09:42 - BST (UTC+01)

Home

Welcome, Adrian Draper-Oatley

[Edit Personal Profile](#)

Company Profile

Adrian Draper-Oatley

11%

[View Company Profile](#)

Events

View and respond to events that you are participating in.

Message Centre

Send and receive messages

Current Opportunities

[View current opportunities](#)

Past Opportunities

[View past opportunities](#)

© Curtis Fitch Ltd, 2016. All Rights Reserved. iSource/IV 5.4.R22 | Test Card

curtisfitch.

09:44
03/06/2016

Curtis Fitch – Select the Project ‘Children’s Residential Care’

The screenshot shows a web browser window with the URL https://supplysouthampton.esourcingportal.com/current_opportunities.cfm. The page header includes the Southampton City Council logo, navigation links (Home, Exchange Web Access, Contact us, Capita Consulting P&C S..., Web Slice Gallery, myLogBuy), and a user profile for Adrian Draper-Oatley. The main content area is titled 'Current Opportunities' and contains a search bar and a table of listings.

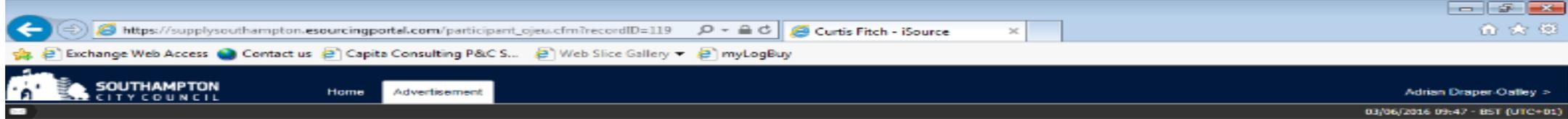
Current opportunities both above and below £100k contracts are advertised here. Log in or register to access further information.

Search filters: Title All Types

Publication Date	Title and Description	Notice Type	Listing Deadline
02/06/2016	Title: Supply and Maintenance of Chainsaws and Leaf Blowers Southampton City Council have a requirement for a selection of chainsaws and/or leaf blowers to be supplied for the newly forming Tree Surgeon Teams of the Council. Please see documents on the portal for full details. View		17/06/2016
25/05/2016	Title: ITT - operation under licence of Riverside Pitch & Putt Course Southampton City Council is currently seeking to let under licence the operation of an 18 Hole pitch and putt course and 18 hole putting green situated 4.98 Hectares of SCC Leisure land adjacent to the River Itchen in Riverside Park, Southampton, SO1 ... View		08/06/2016
25/05/2016	Title: Southampton City Council Masefield Green Play Area Repairs Southampton City Council would like to appoint a supplier to repair the damage inflicted to Masefield Green Play Area following a recent arson attack. To review documents and express your interest, please log on to the e-sourcing portal. View		15/06/2016
25/05/2016	Title: Southampton City Council - St Marks School Dry Rot Removal Southampton City Council would like to appoint a supplier for the removal of dry rot at St Marks School. This is a formal advertisement for this opportunity. To view further documentation and respond to the ITQ, please follow the activation link b ... View		07/06/2016
24/05/2016	Title: Visitor Survey of SANGS in Southampton Southampton City Council requires expert assessment of the suitability of a number of sites within the city to act as SANGs and an understanding of the capacity of these sites to accommodate additional visitors. Please see attached documents for f ... View		06/06/2016

Taskbar: Windows 8.1, 09:46, 03/06/2016

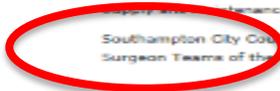
Curtis Fitch



Home > Current Opportunities > Advertisement

Advertisement

Title	Maintenance of Chainsaws and Leaf Blowers
Details	Southampton City Council have a requirement for a selection of chainsaws and/or leaf blowers to be supplied for the newly forming Tree Surgeon Teams of the Council. Please see documents on the portal for full details.
Value of Contract	
Estimated Annual Value	
Publication Date	02/05/2016
Listing Deadline	17/05/2016



Express an interest

[Express Interest in this Event](#)

curtisfitch.



Consortium Commissioning of Children's Residential Care

Remember to apply for the

*Invitation to Tender project
(still in the Curtis Fitch tendering portal)*

when it is published on the 16th March 2018

Thank you for your time



The Children's Residential Care Consortia