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| 1 | **Background and Context** |
| 1.1 | NHS West Lancashire CCG has been reviewing commissioning options for Integrated Community Services for some time. Following a number of visioning events in June 2014, where more than 100 stakeholders contributed, the CCG developed a long term vision for integrated community services which is underpinned by a robust clinical commissioning strategy: “***Building for the future – a clinical commissioning strategy”*** to support the delivery of integrated adult community health services.The objectives of this strategy are to ensure that our commissioned services are:* Integrated, responsive and delivered according to patient / population need, in partnership with others
* Proactively engaged in community asset building and development
* Effective in preventing illness and promoting self-care, health and wellbeing
* Focused on improving patient experience and quality of care
* Clinically led in planning and delivery
* Providing high clinical quality through excellent clinical leadership and governance
* Aligned to avoiding unplanned admission to acute care
* Effective in facilitating early, safe transfers of care
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| 1.2 | Via a process of public and clinical engagement, a clear demand has been identified for co-ordinated, person-centred, wrap-around services targeted at the frail elderly and those with LTCs with services that are delivered in, or as close to the person as possible; in a way that maximises independence and quality of life, throughout their lives.  |
| 1.3 | There is a need for clinically-led, multi-speciality teams that take the responsibility for the continuum of care and a single point of access to all services offering care co-ordination.  |
| 1.4 | Aligned to its five year strategic plan and the principles of the Better Care Fund, the CCG has already commenced delivery of a new model of care through its transformation programme, ***Facing the Future Together;***a clinically driven, commissioner led collaborative programme in conjunction with its neighbouring CCG, Southport and Formby. For more information please refer to the clinical commissioning strategy which will be available imminently |
| **2** | **Aims** |
| 2.1 | Through the scoping process the CCG has arrived at an overriding aim:*“The ultimate goal of phase one of the Facing the Future Together programme is to reduce urgent care demand through the integrated provision of community based patient-centered co-ordinated high quality care for those adults aged over 65 and those adults who have multiple long term conditions”* |
| **3**  | **Commissioning**  |
| 3.1 | West Lancashire CCG is open to considering a variety of contracting models for the delivery of integrated services for the population of West Lancashire. The successful provider(s) would have ultimate responsibility for the delivery of integrated community services, including interdependencies and engagement with sub-contractors, voluntary groups and other health economy stakeholders. For the new model of care to be successful, the CCG considers this wider integration, with its key partners, to be absolutely fundamental.Discussions are on-going with local CCGs (Southport and Formby and South Sefton CCGs) to scope out the possibility of wider collaboration regarding procurement of community services.  |
| **4** | **Scope** |
| 4.1 | West Lancashire CCG currently have, or are developing, the following adult community services:

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| **Currently have**  | **Currently developing**  |
| * District Nursing including domiciliary and clinic-based provision
 | * IV Therapy service
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| * Phlebotomy
 | * Respiratory and oxygen services
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| * Active Case Management including community matrons, chronic case co-ordinators, discharge facilitation team
 | * Single point of access to support care co-ordination
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| * Community Emergency Response Team (CERT)
 | * Care home support including Community Geriatrician / Extensivist / GPwSIs / Advanced Nurse Practitioners
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| * Podiatry
 | * Continence and urology
 |
| * Dietetics
 | * Stoma Care
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| * Adult Therapies – including OT, SALT, Neuro rehab and physiotherapy
 | * Diabetes
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| * Appliances
 | * Heart Failure
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| * Falls
 | * Palliative Care
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|  | However, West Lancashire CCG is looking to procure a more integrated form of community service which will manage patients with ambulatory, urgent and long term conditions. The scope of Integrated Community Services is currently being defined and finalised. Currently it is proposed that the scope of this procurement will include all of the above services.For information, West Lancashire CCG is also planning to concurrently confirm its urgent care strategy and to redevelop its walk in centres, Out of Hours and Acute Visiting Service.  |  |
| **5** | **Financial envelope**It is expected that the financial envelope will be in the region of £7m - £13m per annum dependent on the scope of this procurement. |
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| **6** | **Purpose of this RFI** |
| 6.1 | This RFI has two purposes. 1. The first is to invite all potential providers and potential sub-contractors (voluntary sector and private sector) who may be able to deliver services within the scope of Integrated Community Services to an event on **30th September 2015**. Venue to be confirmed.

The event will include presentations on the CCG vision and background and context to community services, within the CCG footprint, as they currently stand. It will also include initial thoughts on the outcomes the CCG would wish to realise in partnership with the successful bidder. However, we envisage there will be an opportunity to support the co-production of these outcomes. Finally, this inaugural event will be a networking opportunity for providers to explore options for collaboration alternative to the traditional contracting model. 1. The second purpose of this RFI is for providers to indicate their experience, expertise and interest in this procurement process and offer a written response to the questions below to help to inform next steps.

The RFI process and further market engagement will lead to the launch of a full procurement exercise probably following the Restricted Procedure as described in the Public Contracts Regulations 2006. Involvement at this stage is an excellent way of gaining knowledge of the local health economy and its requirements.  |
| **7** | **Instructions** |
| 7.1 | Suppliers wishing to engage in the RFI process should complete the brief questionnaire below and return it stephen.newton@lancashirecsu.nhs.uk by 25th September 2015 |
| 7.2 | Suppliers wishing to attend the event on the 30th September 2015 should confirm a place by 15th September 2015 to michelle.sage@westlancashireccg.nhs.uk indicating any dietary or access requirements. All providers will be informed of final details about time and location by this date  |

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| **8** | **Questionnaire** |
|  | All information submitted by your organisation will be dealt with in the strictest confidence in compliance with the Lancashire CCGs Information Governance policies specifically Data Protection Act. Responses are only expected to be brief; however, bidders are invited to submit details of models of service delivery together with any supporting marketing or business details.  |
|  | **Your Organisational Details****Please provide contact details for your organisation**

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| **Name of Organisation:**  |  |
| **Address of organisation:**  |  |
| **Contact name:**  |  |
| **Telephone:**  |  |
| **Email Address:**  |  |
| **Website Address:**  |  |

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|  | **Your Organisations experience**  |
|  | **As described in the CCG’s IT strategy, which will be available shortly, the CCG is seeking to secure innovative IT solutions to deliver improvements and efficiencies. Please outline how the requirements of this strategy are achievable based on your experience?**

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**West Lancashire GPs want to be an integral part in the delivery of care to their patients in the community. How would you suggest would be the best way to ensure this happens?** |
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|  | **Commissioners wish to see more effective use of the voluntary sector and community assets as part of this procurement. What would be the best approach to meeting this aim making the best use of resources available?**

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|  | **Commissioners wish to see an integrated model of care delivered in a neighbourhood approach, as outlined in our strategy (document to follow). As indicated, for the model to be successful a truly integrated approach to care which is inclusive of wider partners and agencies, is fundamental. How do you think all the various interdependencies could be interlinked to work towards the common goal of improving outcomes for the population of West Lancashire?**

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|  | **In relation to pricing and costing models what would be your preferred approach and to what degree could you accommodate a model where payment was attached to the achievement of outcomes?**

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|  | **National Policy is encouraging the increased use of Personal Health Budgets. Do you have any experience or ideas as to how we might incorporate this objective into this contract?**

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**How does your organisation define outcomes in contracts, including the approach you undertake, and how do you ensure they can flex to reflect changes in requirements?**

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**Under what contractual models does your organisation have experience of working?***(Please tick all that apply)*

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| Prime Contractor |  |
| Service Integrator |  |
| Accountable Care Organisation |  |
| Joint Venture |  |
| Alliance Model |  |

**Under what contractual models would you be interested in working with us?**

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| Prime Contractor |  |
| Service Integrator |  |
| Accountable Care Organisation |  |
| Joint Venture |  |
| Alliance Model |  |

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|  | **How do you envisage the CCG would be involved in your preferred model?**

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**What information would your organisation need in order to make a decision about whether to bid for this work; what is the key priority in your decision making process?**

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Thank you for your interest in this process and if you wish to comment please return the completed questionnaire to stephen.newton@lancashirecsu.nhs.uk by 15th September 2015.