

**RM3671 L0394; Support Provision Under The Mutuals Support Programme
Learning Disability Community Support Service, Leeds**

Value Statement - Consultancy

Section 1 - Consultancy Value Statement: Value to be delivered													
Supplier Name	Geldards LLP												
Title of Contract	RM3671 L0394 Support Porvision under The Mutuals Support Programme Learning Disability Community Support Service Leeds												
Requirement Summary	<p>The Learning Disability Community Support Service (the “Potential PSM”) is spinning out of Leeds City Council (the “Parent Body”) with 650 staff (FTE) and a predicted annual turnover of £20m. The Potential PSM is a substantial part of the Parent Body’s Adult Social Care Directorate and provides Supported Living services, Respite and Crisis services and Fulfilling Lives (day care) services to 1000 adults with learning disabilities in Leeds.</p> <p>The services delivered by the Potential PSM are divided into 3 management areas: The Supported Living services supports, The Respite and Crisis service supports and The Fulfilling Lives service supports .</p> <p>The Potential PSMs overarching objectives through this spin out proposal will be to: invest in new and existing services to ensure their long term sustainability; ensure maximum stakeholder buy-in from staff and customers; provide a response to personalisation; provide long-term affordability and local employment opportunities; provide choice and services integrated with the community and; support the Parent Body’s ambition to downsize its back office functions.</p> <p>The table below outlines the deadline dates for key Deliverables:</p> <table border="1"> <thead> <tr> <th>Deliverable</th><th>Deadline</th></tr> </thead> <tbody> <tr> <td>Support Requirement 1: Legal and governance</td><td>November 2014</td></tr> <tr> <td>Support Requirement 2: Business and financial planning</td><td>October 2014</td></tr> <tr> <td>Due diligence and financial model</td><td>August 2014</td></tr> <tr> <td>Support Requirement 3: Implementation</td><td>January 2015</td></tr> <tr> <td>8.9.3.2 – negotiation of the service contract with the Parent Body</td><td>November 2014</td></tr> </tbody> </table>	Deliverable	Deadline	Support Requirement 1: Legal and governance	November 2014	Support Requirement 2: Business and financial planning	October 2014	Due diligence and financial model	August 2014	Support Requirement 3: Implementation	January 2015	8.9.3.2 – negotiation of the service contract with the Parent Body	November 2014
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Financial Value Statement	<p>The Potential PSM envisages delivering efficiencies of £2.8m pa by year five of the contract with the Parent Body and, has identified three options for expanding the existing portfolio of services with combined potential net revenues of £1.3m by 2018/19. Growth opportunities have also been identified around the delivery of health and social care services.</p> <p>The maximum contract value for this contract is £47,880</p> <p>Support Requirement - Business and Financial Planning</p> <ul style="list-style-type: none"> - The Supplier is required to provide all technical and advisory support necessary, <u>but not including</u> project management support, interim resource 												

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	<p>or backfill, to enable the Potential PSM to update and develop the existing integrated business plan with accompanying and updateable financial model. Support should include, but should not be limited to, further robust modelling of the business plan to year 3 and testing assumptions to year 5, testing financial assumptions and forecasting (including VAT and tax efficiency, price and growth modelling) and, developing and agreeing a process for transitioning to personal budgets with the Parent Body.</p> <ul style="list-style-type: none"> - The Supplier is required to ensure compliance with all regulations, including state aid, and all support should be to the satisfaction of the Potential PSM.
Non-financial Value Statement	<p>Support Requirement – Legal and Governance</p> <ul style="list-style-type: none"> - The Supplier is required to test the preferred legal and governance model and to provide support and guidance which will enable the Potential PSM to confirm its selection with a clear commercial understanding. This support should include the implications of the following: <ul style="list-style-type: none"> ➤ Personal budgets ➤ Tax implications for the new entity ➤ HR (including TUPE) ➤ Future pension arrangements ➤ Appropriate procurement routes to determine options for awarding the service contract for the new entity ➤ (if required) Fundraising opportunities - The Supplier is required to provide all support necessary to enable the Potential PSM to test the suitability of a separate charitable entity, which will enable the Potential PSM to make an informed decision of the most appropriate option going forward. <p>Support Requirement 3 – Implementation</p> <ul style="list-style-type: none"> - The Supplier will provide all technical and advisory support, <u>but not including</u> project management support, interim resource or backfill, to enable the Potential PSM to establish and operate as a new independent trading entity by January 2015. Technical and advisory support such as (but not limited to) the following will be required: <ul style="list-style-type: none"> ➤ Legal ➤ Governance developemtn/commercial ➤ HR and pensions ➤ Finance ➤ Back-office ➤ Marketing and branding
Section 2 - Consultancy Value Statement: Actual Value Delivered	
Financial Value Statement	<p>The value attached to the scope of work delivered by the supplier is:</p> <p>Business Plan and financial modelling: £7,182 excl VAT</p>

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Non-financial Value Statement	<p>The value attached to the scope of work delivered by the supplier is:</p> <p>Legal and governance: £4,788 excl VAT Implementation: £28,728 excl VAT Knowledge Sharing Deliverables: £2,394 excl VAT Contract signature: £4788 excl VAT</p> <p>All of the deliverables and objectives for this contract have been met.</p>
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