

Expression of Interest – Prime Provider for services to people with a learning disability

As part of the Northamptonshire Transforming Care Partnership’s drive to focus on person-centred pathways, personal outcomes, and organisational goals under an outcome-based commissioning framework, we are jointly seeking thoughts from the market about how we might drive these outcomes in a more effective and strategic way. To that end, we wish to ascertain market interest in a new model of delivery, potentially using a prime (or lead) provider for learning disability services in Northamptonshire. This prime provider would be responsible for improving the personal and population outcomes for people with learning disabilities by effective use of a population-based programme budget, potentially from April 2018.

We believe that a prime provider model, more so than other contractual vehicles, has the potential to:

- Enable the reallocation of investment across the LD pathway to services that deliver the greatest value (cost and outcome) to service users and the system as a whole;
- Incentivise the prime provider to co-ordinate services around the needs of service users; and
- Support collaboration with and between other providers involved in the delivery of LD services.

We expect that such a provider would be able to demonstrate the following key attributes:

Area	Attribute
Expertise in improving services and outcomes for people with learning disabilities	A proven understanding of health and social care outcomes and the ability to be creative and innovative in enabling individuals to achieve personal outcomes – the things people care about the most, seeing the potential and making that happen.
	A culture of delivering – and supporting delivery of – person-centred care, planned and delivered based on the perspectives of the people who might be clients of the services and their families.
	Proven engagement with people with a learning disability, their families and friends as well as frontline workforces – empowering these key individuals to define what good looks like.
	A proven understanding of the range of abilities and care and support needs of people with a learning disability who may also have a mental illness, autism, sensory issues, physical health problems and long term conditions, <i>but who also have, or may only have,</i> needs that relate to supporting families and informal support networks, removing a sense of isolation, meaningful occupation, life skills, relationship skills, getting a life.
An understanding of learning disabilities national policy and local priorities	A clear understanding of the national agenda for people with a learning disability; the work that is being driven by NHS England alongside of other national partners such as the LGA, ADASS and CQC as well as insight into the underpinning nature and message of transforming services for people with a learning disability.
	A detailed understanding of, and support for, Northamptonshire’s ambitions to improve learning disability services through the Transforming Care Programme.
Relevant capabilities in	An organisation who believes in giving permission from the top and generating

system improvement, market management, and market development – and a culture that support this	enthusiasm from the bottom.
	The ability to maintain focus on the population they serve and, in so doing, identify and act on opportunities to improve the overall system of care for people with learning disabilities and eliminate waste and duplication – a visionary with the ambition to make things work.
	A robust record of financial sustainability and complex and varied contract management, including the ability to manage and evidence a range of outcome measures, and collaboration with potential partners and sub-contractors in service delivery.
	A proven record of financial probity and successful management of high value financial contracts – in Northamptonshire, there is a combined potential health and social care budget within a range of £50m to £80m per annum.
	An understanding of the variables in the learning disability provider market and a proven record of driving up high quality provision and driving down poor quality provision whilst ensuring value for money.
	A thorough understanding of pathway management and the alignment of financial incentives.

Potential providers with relevant capability and experience to deliver this service are required to express an interest in bidding for this service should the Commissioning Bodies decide to carry out a competitive tender exercise and publish a Contract Notice for this requirement.

You can express an interest in this market testing exercise by registering your organisation’s interest by email to Stephen Ivuerah, at the following email address: Stephen.Ivuerah@ardengemcsu.nhs.uk no later than 12 noon on Friday 16th December 2016.