



Incentivising Reform through Contracting and Payment

External Consultancy Provider Briefing

Thursday 8 December 2016: 11.00-12:00

Conference Call Number: 0800 917 1950

Participant Code: 16449821 then #

Agenda

1. (GMHSCP) and NHS England team members
2. Overview of the Incentivising Reform through contracting and payment support package requirement (20 mins)
3. Procurement route and registering an interest (5 mins)
4. Timescales (5 mins)
5. Questions and Answers Session (25 mins)
6. Call Summary (5 mins)

GM HSCP Project Team

GM Health and Social Care Partnership:

- Helen Ibbott: Assistant Director
- Sally Parkinson: Associate Chief Finance Officer
- Jill Boardman: Project Officer

NHS England:

- Paddy Howlin: Senior Procurement Manager

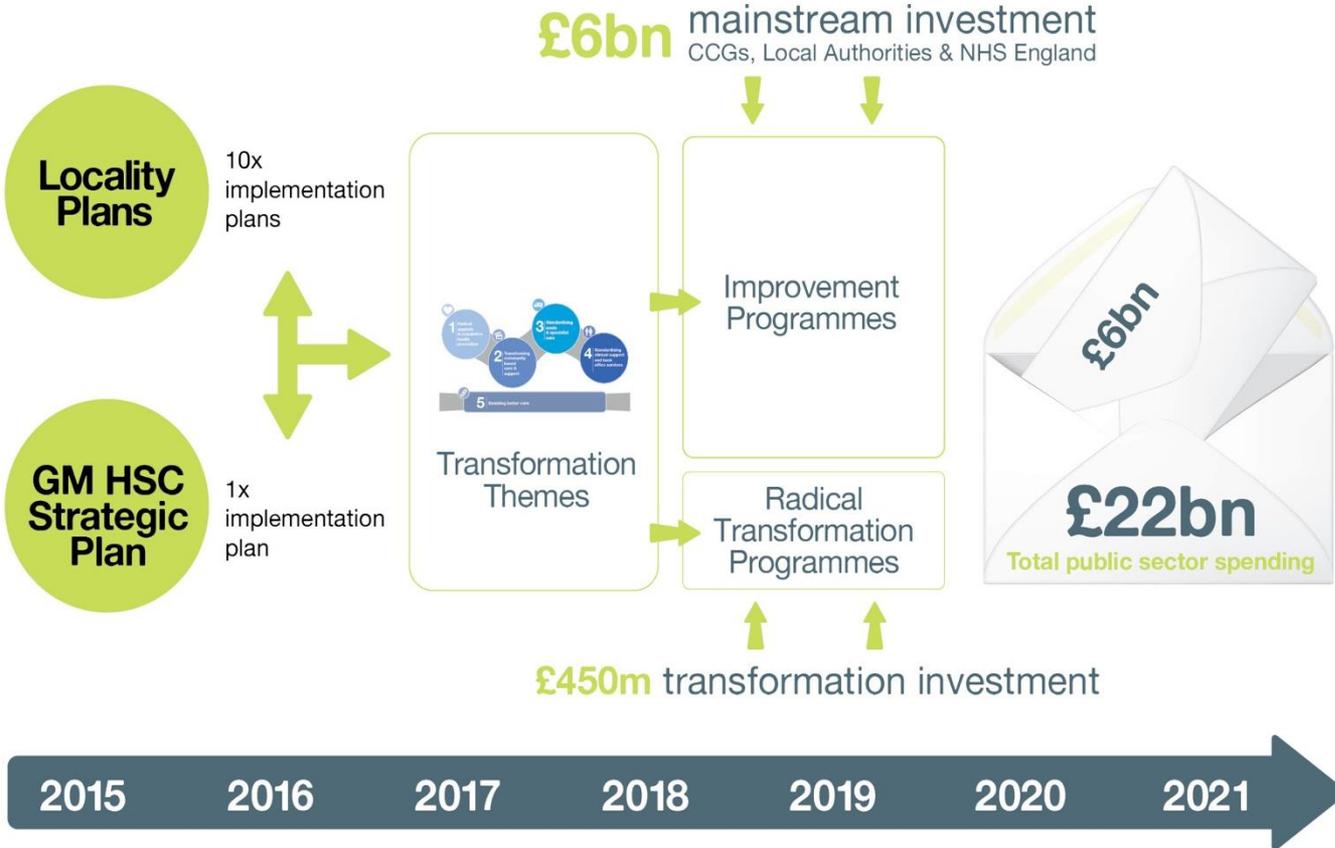
Context: Taking Charge

Vision:

To deliver the greatest and fastest possible improvement to the health and wellbeing of the 2.8m people of Greater Manchester

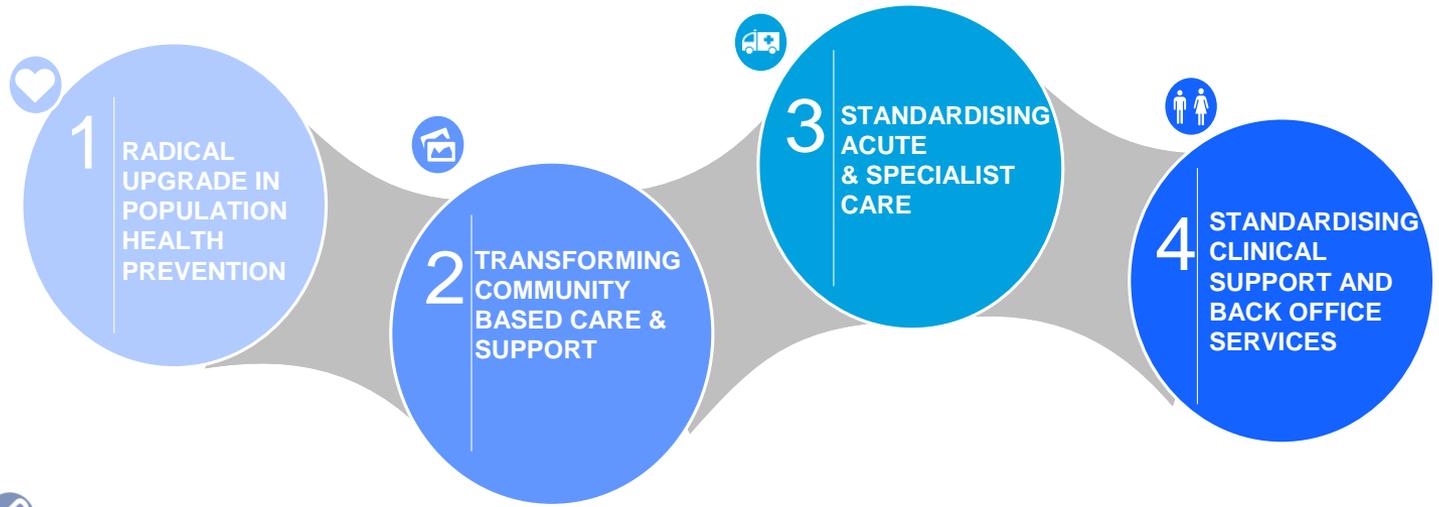
We will do this by:

- 1. Creating a transformed health and social care system which helps more people stay well and takes better care of those who are ill
- 2. Aligning our health and social care system far more widely with education, skills, work and housing
- 3. Creating a financially balanced and sustainable system
- 4. Making sure the system remains clinically safe throughout.



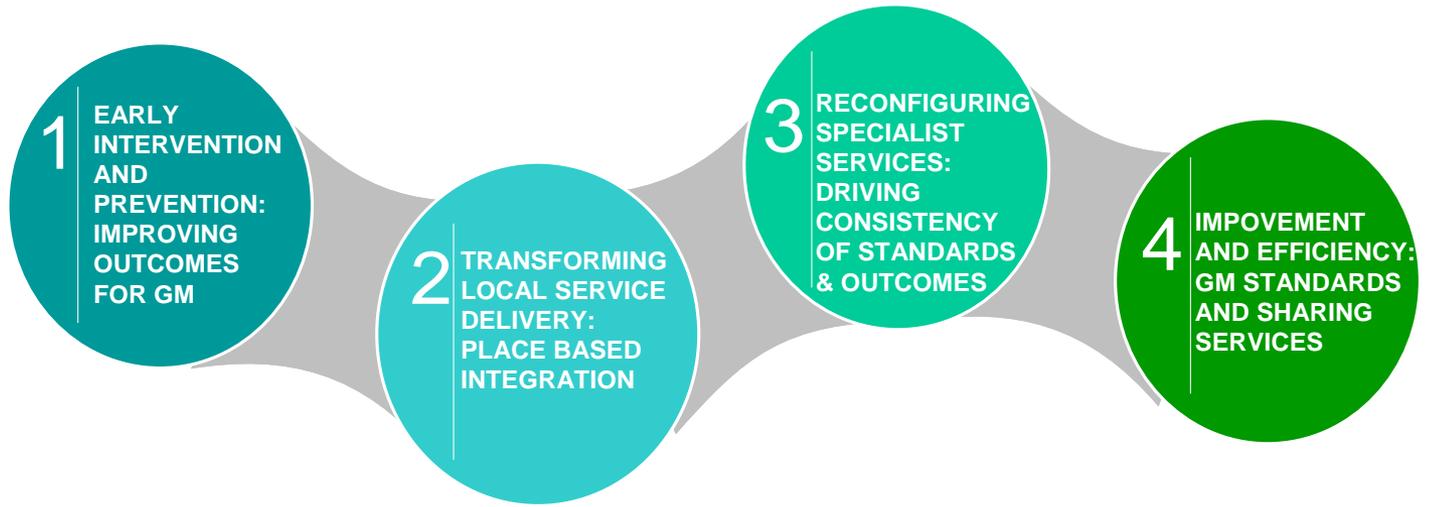
We're Aligning Reform Across Sectors

H&SC
TRANSFORMATION



5 **ENABLING BETTER PUBLIC SERVICES**
The creation of innovative organisation forms, new ways of commissioning, contracting and payment design and standardised information management and technology to incentivise ways of working across GM, so that our ambitious aims can be realised.

WIDER REFORM
ACROSS GM



Background: Contracting and Payment Reform (1)

- GM HSCP established the Incentivising Reform programme in January 2016 as one of the enabling work streams to our transformation programme across health and social care in GM.
- There was a recognition that the successful delivery of new models of health and social care at locality, cluster and GM level will need to be driven through new, innovative, evidence-based contracting models and pricing mechanisms. It was also acknowledged that the scope of these would need to be broad ranging covering all sectors and a wide range of providers.
- Whilst there are a number of ways to contract for and pay for services, in GM we believe that there is a case to understand all the existing models and how they can be used to facilitate our new models of care, but also challenge our understanding of new and innovative models to ensure that we deliver a truly integrated health and social care service focused on outcomes and financial balance and sustainability.

Background: Contracting and Payment Reform (2)

- The current contracting and pricing mechanisms may not be suitable to facilitate the level of change GM wants to deliver within our timescales, as:
 - They incentivise an activity-based, as oppose to outcome-based approach
 - They do not address the challenges of risk and benefit share between organisations (especially if the investing agency does not benefit);
 - They do not address the challenges of the delay between investment and investment return, especially when the service models being contracted for are focused more on early intervention and prevention;
 - They tend to incentivise competitive, not collaborative behavior and ideally should promote a healthy mixture of both; and
 - They do not support innovative practice and the translation of innovation into mainstream service delivery.
- The GM Strategic Partnership Board has agreed that there is a requirement to understand our current approaches and develop a clear work plan for this work stream.
- External support will provide capacity and specialist capability to our system in the development of the work plan.

What do we want?

To procure a 12 week enhanced support package of consultancy services to provide professional advice and support to develop imaginative and innovative ways in which we can deliver and incentivise reform through contracting and pricing mechanisms. The support delivered will offer innovative, structured and evidence based approaches and will be inclusive of all health and social care services.

We also need to facilitate the agreement across all 37 organisations that make up the GM Health and Social Care system, of a roadmap and business case for this programme of work over the next 3 years.

Aims of the support package

- To create a roadmap to include a timetable and implementation plan for the work stream.
- To create a business case describing the rationale for the work to be taken forward and to facilitate sign up by all the organisations in GM.
- To provide a repository of national and international good practice examples relating to incentivising reform through payment and contracting.
- To provide a suggested governance for the future of the work stream.
- To propose capacity / resources needed to deliver the requirements.

Outputs

- **Roadmap**: to include a timetable and implementation plan for the work-stream;
- **Business case**: describing the rationale for the work to be taken forward and to facilitate sign up by all the organisations in GM;
- **Repository**: of national and international good practice examples relating to incentivising reform through payment and contracting;
- Recommendations on:
 - the **governance** for the future of the work-stream; and
 - **capacity / resources** needed to deliver the requirements of the work stream.

Procurement route and formally expressing an interest

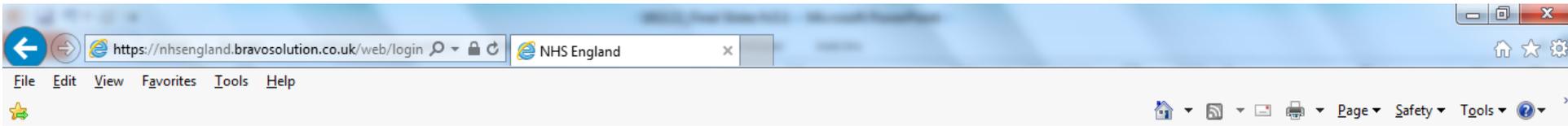
- Procurement exercise is being undertaken on a Competitive Quotation basis.
- Notice to be issued on Contracts Finder to encourage the market to express an interest and register for the opportunity.
- Participants on today's call are encouraged to pre-register by **17:00 on Wednesday 14th December 2016.**
- Register your Expression of Interest as follows:

Register on NHS England's e-Tendering portal to be invited to participate in the Further Competition should NHS England select the SBS Framework. To register go to: <https://nhsengland.bravosolution.co.uk/web/login.html> and click on REGISTER HERE.

Once registered, e-mail paddy.howlin@nhs.net with the following information:

- Confirmation that your organisation wishes to bid and formally expresses and interest
- Organisation registration details (i.e. supplier name and details registered on the NHS England BRAVO e-Tendering portal); and
- Name of person in your organisation who the registration log-in is assigned to.

Registering on the NHS England e-Tendering Portal



Welcome to the NHS England eTendering Service

The NHS England eTendering Service provides a simple, secure and efficient means for managing tendering activities and contract negotiations with suppliers over the Internet. It helps both buyers and suppliers to reduce the time, effort and costs involved in the purchasing lifecycle.

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- [View current pan-government advertised opportunities](#)

- ### Links
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 - [NHS Primary Care Contracts](#)
 - [SIMAP](#)
 - [Tenders Electronic Daily \(TED\)](#)
 - [NHS England](#)
 - [Contracts Finder](#)

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Timescales

Please note, the timescales provided are indicative only at this stage:

Milestone	Deadline
Expression of Interest Deadline	17:00, Wednesday 14 th December 2016
ITT Issue	w/e Friday 6 th January 2017
Deadline for Clarification Questions	w/e Friday 13 th January 2017
Deadline for Completed Submissions from Bidders	w/e Friday 20 th January 2017
Bidder Presentations	Friday 3 rd February 2017
Evaluation Completed	w/e Friday 10 th February 2017
Award Notification	w/c Monday 20 th February 2017
Service Commencement Date	w/c Monday 27 th February 2017

Questions received prior to the call (1)

1. With regard to the research aspect of the commission, are you interested in alternative delivery models/structures (e.g. joint ventures, staff-led mutuals) and how they can enable different contracting and payment mechanisms?
2. What outcomes would you like to see as the result of incentives through contract and payment mechanisms?
3. What would success look like for this project?
4. Who will this be working with? Who is the executive lead/sponsor?
5. Is there a GM team working on this topic? Will they continue working with the selected supplier?
6. Any indication of the level of budget we should plan for this work/what is the value of the ITT?

Post Call Questions

- Any further questions following on from this call, must be in writing. Please send these to: paddy.howlin@nhs.net by no later than **17:00** on **Tuesday 13th December 2016**.
- Please confirm your organisations interest in bidding for this requirement by no later than **17:00** on **Wednesday 14th December 2016**.

Summary

- Initial questions to be received by no later than **17:00** on **Tuesday 13th December 2016**.
- If interested in bidding, your organisation must register on the NHS England e-Tendering platform.
- Confirm your organisations formal Expression of Interest and registration details by no later than **17:00** on **Wednesday 14th December 2016**, to paddy.howlin@nhs.net.
- ITT documentation will be issued to all registered suppliers by **Friday 6th January 2017** via the NHS England e-Tendering platform.

THANK YOU FOR PARTICIPATING IN THIS CALL TODAY.