**Market Engagement Questionnaire (MEQ)**

**Bolton Clinical Commissioning Group and Bolton Council - March 2021**

# Disclaimers

Organisations considering whether to respond to this information request should note the following:

* Bolton Clinical Commissioning Group and Bolton Council (the Commissioners) are still finalising the decision in regard to this solution and are undertaking market engagement to seek the views and opinions of those organisations that may be interested in helping to deliver the solution, should they decide to procure it;
* This Market Engagement Questionnaire (MEQ), and any subsequent information provided in response to it, does not form an integral part of any potential future procurement exercise and should be considered as an attempt by the Commissioners to engage with the potential market for delivering the solution;
* This MEQ, the accompanying draft documentation and the responses received arising from it are in no way legally binding on any party;
* **Participation in the engagement exercise is not a mandatory requirement for participating in any potential future procurement; however, responses received will assist to inform the Commissioners as to the level of interest from the market and will be used to evidence a decision as to whether or not to undertake a competitive procurement.**

**CONFIRMATION OF YOUR EXPRESSION OF INTEREST IS THEREFORE IMPORTANT.**

# Instructions for Responding to this MEQ

Please ensure you have read the supporting information provided with this MEQ before responding, including the introduction and detail of the service, noting that these may be subject to change (in both form and content) if the Commissioners decides to procure the solution.

Responses to this MEQ should be provided as a single document and be limited to a maximum of 5 sides of A4 paper – this does not include additional requested supporting information, just your written responses.

# Market Engagement Questionnaire

**Service Introduction**

To determine a future model and potential commissioning arrangements in line with current pressures, the Commissioners are seeking soft intelligence across the market. As this work involves a number of existing work streams and budgets, the financial envelope will depend on the final model that is agreed.

We are looking for organisations that have an interest in supporting or leading on the delivery of a new model primarily for (but not exclusively) older adults with dementia including those with complex needs and behaviours that challenge more mainstream service provision. The model has not yet been agreed, but we envisage it would need to be located in the borough of Bolton, ideally on one site (preferably on the ground floor with easy access to outside space) and may include residential, nursing, EMI (Elderly Mentally Infirm)/dementia high needs, challenging behaviour, with potential to offer short term crisis beds/respite, and potentially an outreach or support function to maintain citizens in their own home, in line with the home first approach.

Currently Bolton CCG and Bolton Council jointly fund the challenging behaviour element of this model through a combination of out of area spot purchased placements and a service level agreement with one local Provider on behalf of two other Greater Manchester CCGs. The referral and access process are gate-kept by Greater Manchester Mental Health Trust and, for the Bolton element, the demand on these beds has fluctuated throughout the year from 10-15 beds.

We require innovative, forward thinking Providers to potentially enter a longer-term contract, avoiding spot purchase arrangements, to create stability for the client group, the provider and the system, to ensure the most complex individuals can be supported safely and appropriately in one location, ensuring as their needs change, there is the ability to step up and step down rather than have the upheaval of moving to a different location, also providing end of life care when required.

In view of the impact of COVID we envisage this is may be a timely opportunity for existing Providers to flex current care provision, or for new Providers to develop a model that can meet the needs of the Bolton population.

1. Please provide a summary/Introduction about your organisation, outlining your current Services and highlighting their relevance to the proposed Service.

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| response: |
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1. If you have specific expertise and experience in providing this type of service, or similar, please provide details of this including a track record of experience, quality performance, outcomes and how links with the local community are built, encouraged, sustained, and managed.

*If you have any relevant service specifications either attach or advise how the Commissioners can obtain a copy.*

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| response: |
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1. If you provide any dementia services for those with complex needs, or behaviours that challenge, please could you advise of your average bed cost, including your cost for additional 1:1 observation, where applicable and any information on current support options/initiatives which assist to provide services within agreed resources, avoiding additional unforeseen costs.

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| response: |
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1. How are changes in need managed currently and what are the barriers/obstacles which you think could be addressed differently in a new model, thinking about how to avoid people having to move to a different service/provider as their needs change.

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| response: |
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1. Do you know of any step-up/step-down facilities that currently work successfully, without the resident moving off-site as their needs change and please explain how this works?

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| response: |
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1. If you were to deliver the service, would your solution involve solely your organisation, or would you intend to partner or sub-contract any aspect of the care provision. Please explain as appropriate, including details of any organisations you might work with, if this would be your intended solution.

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| **response:** |
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1. Do you have any additional ideas of how services could be delivered, and needs met differently for these cohorts of people, e.g. place-based and asset-based approaches, ensuring the service is embedded in the local community?

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| **response:** |
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1. Would you be happy for the Commissioners to contact you further regarding your interest in this service (YES /NO)?

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| --- | --- |
| Yes | No |
|  |  |

Please complete the table below providing details for the main point of contact:

|  |  |
| --- | --- |
| **CONTACT NAME:** |  |
| **ROLE / POSITION:** |  |
| **EMAIL ADDRRESS:** |  |
| **CONTACT NUMBER:** |  |

Thank you for taking the time to respond and share your interest and views of the Commissioner’s current intentions for the future provision of this solution.

**Please help to return this questionnaire by no later than midday on midday Thursday 1st April 2021 to Rachel Ubermanowicz (rubermanowicz@nhs.net) & David Evershed (d.evershed@nhs.net).**

*Interested parties will not be prejudiced by any response or failure to respond to this market engagement exercise and a response to this notice does not guarantee any invitation to participate in any future public procurement process that the Commissioners may conduct.*

*However, the Commissioners may reasonably conclude a lack of capable market interest in the absence of responses to this invitation.*

*Any responses and information that are shared through this market engagement exercise will not be treated as commercially confidential and may be used by the Commissioners to inform commissioning and potential procurement strategies.*