

Public Health Recommissioning Market Engagement Event

12th April 2024



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Friday 12th April 2024

AGENDA

	Topic	Lead(s)	Timing
1.	Welcome and Housekeeping	CP	14:00
2.	Recap on discussions	CP	14:05
3.	Frameworks	SR	14:10
4.	Round Table Discussion	ALL	14:30
5.	BREAK		15:00
6.	Revisiting Single Point of Access	DP	15:10
7.	Round Table Discussion	ALL	15:20
8.	Next Steps and Close	DP	15.50



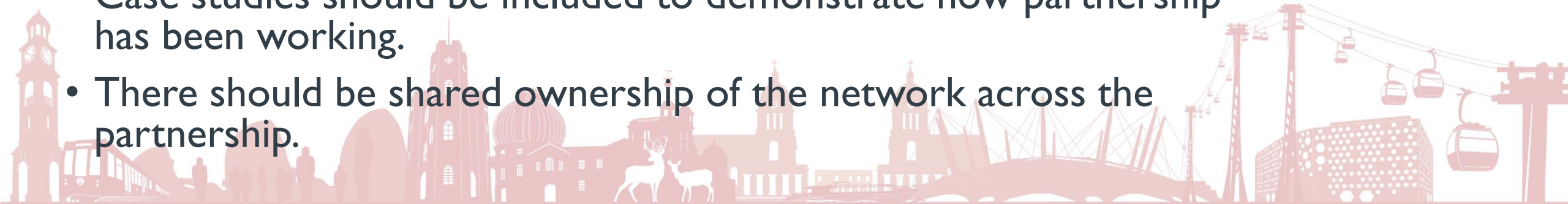
Recap on discussions

Charlotte Parkes – Head of Integrated Commissioning



Provider Network

- Should focus on quality, with consideration given to the performance of the partnership and not necessarily the individual organisations.
- Important to include the network within the spec as proper funding will drive quality.
- Important this connects to other wider provider networks.
- Network should include protected time to focus on safeguarding and risk.
- Case studies should be included to demonstrate how partnership has been working.
- There should be shared ownership of the network across the partnership.



Single Point of Access



- Single point of access needs to consider how it will service more vulnerable users.
- Assessment framework is required to ensure the right level of support is provided.
- Should be solution based with every person leaving with something.
- Important that there is a digital front door with supportive online platforms and a range of options to gain support.
- More social prescribers linked to single point of access hub.



Procurement: Frameworks

Sarah Reardon - Senior Strategic Procurement Business Partner



What is a framework?

- Frameworks are often used by Public Bodies to procure goods and services from pre-approved providers, with agreed terms and conditions and legal protections.
- Frameworks are often divided into 'lots, and specialisms. This means that any provider who is appointed to a lot will be asked to participate in a relevant mini-competition or may be asked if they are able to deliver a directly awarded contract.
- The Royal Borough of Greenwich framework will comprise of the following lots: Sexual Health, Live Well Prevention Services, Drugs and Alcohol, and a Combination Lot. The Royal Borough of Greenwich also plan to have numerous specialisms sitting beneath each of the Lots.
- The Royal Borough of Greenwich Public Health framework will be for four years. Call off contracts are expected to be longer.



Benefits of a Framework



Simplified Procurement Process

Frameworks provide a streamlined procurement process for Providers. Once pre-qualified and appointed to the Framework, providers can participate in subsequent procurement exercises without undergoing repetitive qualification procedures. This simplification saves time and effort, allowing suppliers to focus on submitting competitive bids and delivering quality goods or services.



Access to Public Health Contract Opportunities

Being an Appointed Framework provider increases your visibility of all Public Health contract opportunities that will be competitively procured.



Commissioner and Provider Relationship

The Royal Borough of Greenwich are seeking to further strengthen relationships with our Providers. A Framework of Providers allows us to do so by effectively creating a pool of providers who will be encouraged to participate in Provider Networks and keep up to date with all competitive contract opportunities and Greenwich developments regardless of how many or how few contracts your organisation has with the Royal Borough of Greenwich.



Compliance and Contract Stability

Standardised agreements minimise disputes and ensure fair treatment for all parties involved. Providers can operate with confidence, knowing that their rights and obligations are well-defined within the Framework.

Greenwich Public Health Framework

Frameworks can be designed in different ways.

Greenwich are planning a framework which will involve the following stages:

Stage 1: Apply to become an appointed Framework Provider: Selection Questionnaire Stage (SSQ)

- This is the stage that providers will need to pass to become an 'appointed framework provider'.
- Questions and evaluation of the SSQ will involve – information about your organisation, your insurance and financial checks as well as questions about your contractual experience of delivering similar services.

Stage 2: Tender for a specific contract opportunity: Mini-competitions

- Only appointed framework providers will be invited to participate in Public Health contract opportunities.
- Only appointed framework providers who are appointed to the relevant lot, and/or specialisms will be invited to participate in those mini-competitions.

The mini-competition stage will involve the following evaluation processes:

- **Quality** – Questions will be weighted as part of the mini-competition and relate to the requirements set out in the specification.
- **Price** – This will be weighted as part of the mini-competition process.

The Provider who achieves the highest score of both quality and price will be awarded the contract.



Framework & Call-off Timeline



June 2024

- Public Health Framework is launched and available to access.

July 2024

- Framework Tender return deadline.

July to September 2024

- Evaluation and internal governance.

October 2024

- Tenderers are advised of the outcome.

October 2024

- Framework Agreements are dispatched for signing.

October 2024

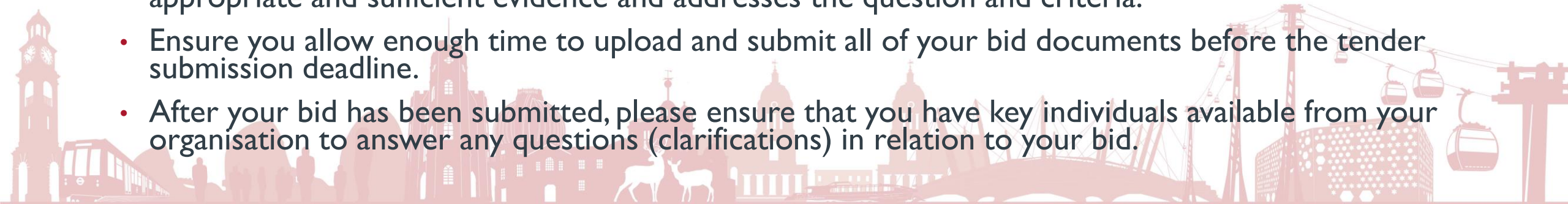
- Framework commencement.

Winter 2024

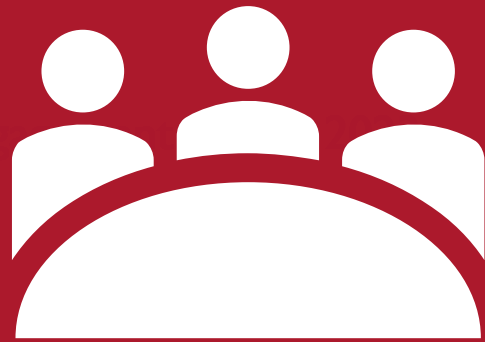
- Call off processes commence.

Top Tips – Preparing Your Organisation

- Ensure you are registered on Proactis and are confident in using it.
- Make sure you attach all documentation when submitting your response and answer every question.
- Consider who you will use for references – as we will be approaching them to confirm your submission.
- Read all the tender documents. Ensure you are familiar with the service specification and instructions to tender before beginning to draft your submission. If you are unsure about something please raise a clarification question in good time.
- Understand the minimum scores and award criteria. Please do not include marketing material or exceed the word count limits. These will not be read by evaluators.
- Allow yourself sufficient time to respond to all the requirements and ensure someone is responsible to proof read your bid documents to check your proposal reads clearly, provides appropriate and sufficient evidence and addresses the question and criteria.
- Ensure you allow enough time to upload and submit all of your bid documents before the tender submission deadline.
- After your bid has been submitted, please ensure that you have key individuals available from your organisation to answer any questions (clarifications) in relation to your bid.



Round Table Discussion



Round Table Discussion



- In reflecting on frameworks, what support do you think you may need to apply?
- Where do you see this support coming from e.g. The council, your own organisation etc.
- Any questions?



Break



Revisiting Single Point of Access

David Pinson – Associate Director Integrated Commissioning & Health Protection



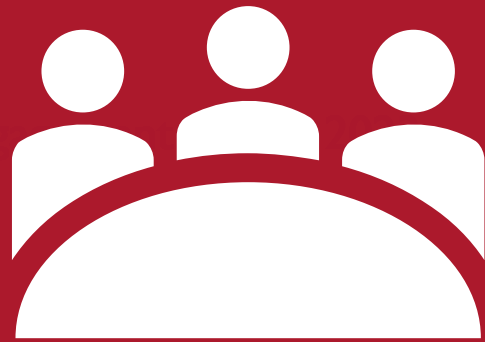
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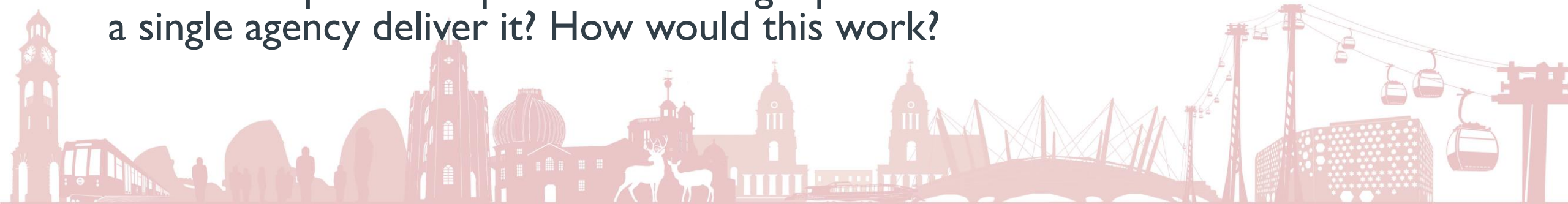
Round Table Discussion



Round Table Discussion



- How do we ensure that those most at risk are able to access a customer orientated service/s telling their story only once? (Follow up service, courtesy calls etc.)
- What should a risk assessment look like and how would it work in practice?
- Would the partnership deliver the single point of access or would a single agency deliver it? How would this work?



Next Steps & Close

