

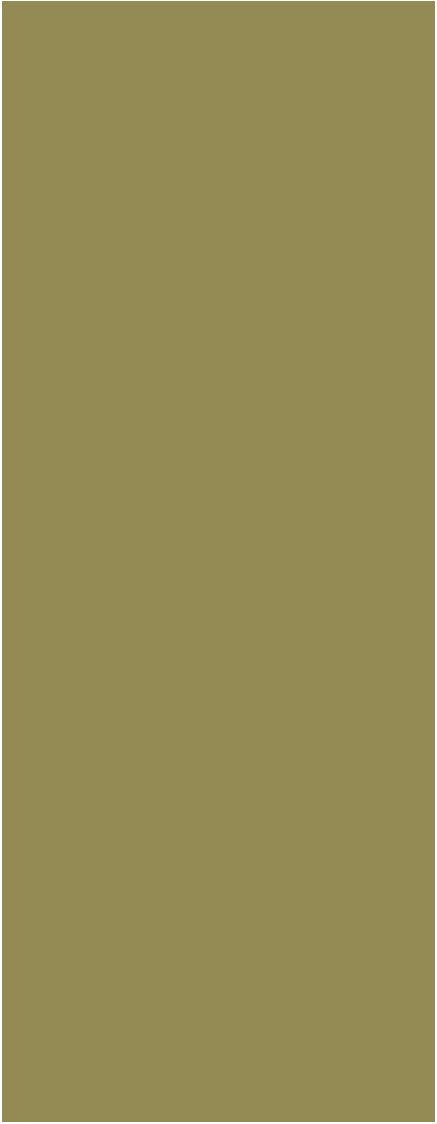
Advocacy

Options Appraisal

7th December 2015



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## Participants

Andy Hare - Commissioning (not scoring)  
Andrew Wheawall (Head of LD/MH/Transition) APOLOGIES  
Claire Edgar (LD)  
Janet Kerr (LD) DELEGATED  
Sara Storey (Head of Access and Prevention)  
Sharon Honeycombe, Commissioning  
Cath Erine, Safeguarding Manager APOLOGIES  
Dave Kingston (Commercial Services)  
Melanie Hall (Commissioning)  
Kath Horner (Public Health) APOLOGIES  
Louisa King (Commissioning)  
Liz Howard (Practice Development)  
Gillian Hallas (Safeguarding)  
Amelia Stockdale (Commissioning)

## The Process

Using the outcomes, set out below to:

- Consider the proposed options - sense check
- Change options if necessary
- Discuss and agree weightings
- Consider these options and score 0=min; 10=max
- Discuss further
- Produce recommendations to inform business case and future proposals.

## Outcomes

- Is affordable
- Minimises risk for service users
- Complies with quality standards
- Promotes provider success and avoids failure
- Easy for users and carers to understand
- Supports assessors in identifying the right option to meet an identified need through

## Contract Model

Claire Edgar (LD)  
Janet Kerr (LD) DELEGATED  
Sara Storey (Head of Access and Prevention)  
Sharon Honeycombe, Commissioning  
Cath Erine, Safeguarding Manager APOLOGIES  
Dave Kingston (Commercial Services)  
Melanie Hall (Commissioning)  
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Amelia Stockdale (Commissioning)

jh clear pathways

## Agreed Weighting for Benefit Criteria

Following discussion, the group allocated the following weightings to benefit criteria derived from the objectives:

Benefit criteria	Weighting
Financial	18
High Quality Service	28
Impact on Market	18
Commercial	18
Responsiveness	18
<b>Total</b>	<b>100</b>

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For explanation of criteria - see notes document





## CONTRACT MODEL

		Option 1C		Option 2C		Option 3C		Option 4C	
Variation Description		Separate Contracts		Framework		Integrated Contract (Single Provider)		Integrated (Hub)	
Benefit Criteria	Weight	Score	Weight x Score	Score	Weight x Score	Score	Weight x Score	Score	Weight x Score
Financial	18	3.5	63	3.2	57.6	6.3	113.4	7.6	136.8
High Quality Service	28	4	112	4.2	117.6	5.5	154	7.4	207.2
Impact on Market	18	4.7	84.6	4.2	75.6	3.6	64.8	6.6	118.8
Commercial	18	4.3	77.4	2.8	50.4	4.3	77.4	6.1	109.8
Responsiveness	18	4.5	81	5.2	93.6	4.9	88.2	6.8	122.4
Totals	100	21	<b>418</b>	19.6	<b>394.8</b>	24.6	<b>497.8</b>	34.5	<b>695</b>

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### NOTES

Separate contract - as now - e.g. IMCA, IMHA, Care Act have their own contracts

Framework - a number of providers offer the same services - e.g. several choices to go to for Care Act, IMCA etc.

Integrated Contract - a single provider is awarded some or all advocacy roles

Integrated Hub - a single provider operates an advocacy hub which acts as a referral point. Subcontracts specialist work

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NOTES FROM SESSION:

# FINANCIAL MODEL

		Option 1F		Option 2F		Option 3F	
Variation Description		Spot Purchase (case at a time)		Cost and Volume (part block; part on activity)		Block (fixed each year)	
Benefit Criteria	Weight	Score	Weight x Score	Score	Weight x Score	Score	Weight x Score
Financial	18	3.8	68.4	6.6	118.8	4.1	73.8
High Quality Service	28	4.4	123.2	6	168	4.4	123.2
Impact on Market	18	3.8	68.4	6.5	117	5	90
Commercial	18	5	90	5.9	106.2	3.8	68.4
Responsiveness	18	4.7	84.6	6	108	3.8	68.4
Totals		21.7	<b>434.6</b>	31	<b>618</b>	21.1	<b>423.8</b>

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## NOTES

**Spot purchase** - all advocacy bought on a case buy cases basis at a tendered hourly or referral rate  
**Cost and Volume** - a minimum block of activity is paid for at an agreed rate whether it's used or not. Additional work is bought on a case by case basis (can be at a different price)  
**Block** - An agreed sum is paid regardless of activity (can be re-negotiated)

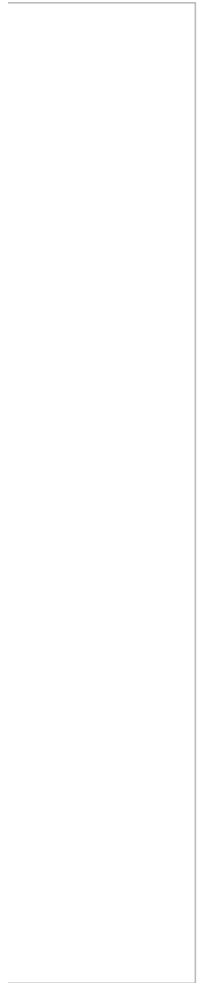
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## Recommendations and Comments

Final recommendations following collation of weighted scores:

Integrated Hub Model funded via a cost and volume

Discussion around using Alliance Contract model - to be explored further



## SCORING

### Contract Model

	Separate Contracts	Framework	Integrated contract (single provider)	Integrated (Hub)
<b>Financial</b>				
DK	4	3	9	7
Sara Storey	4	8	6	10
Louisa	2	1	5	7
Amelia	3	2	6	7
Mel	2	2	6	8
Richard	6	6	5	7
Sharon	5	3	7	9
Gillian	3	2	6	6
Liz	3	2	6	7
Claire	3	3	7	8
<b>Total</b>	<b>35</b>	<b>32</b>	<b>63</b>	<b>76</b>
<b>Ave</b>	<b>3.5</b>	<b>3.2</b>	<b>6.3</b>	<b>7.6</b>
<b>SD</b>	<b>1.27</b>	<b>2.15</b>	<b>1.16</b>	<b>1.17</b>

### Quality

DK	3	3	5	9
Sara Storey	2	4	6	8
Louisa	3	3	6	8
Amelia	3	4	5	7
Mel	6	4	4	7
Richard	7	8	7	8
Sharon	6	4	5	6
Gillian	3	4	6	6
Liz	2	4	6	8
Claire	5	4	5	7
<b>Total</b>	<b>40</b>	<b>42</b>	<b>55</b>	<b>74</b>
<b>Ave</b>	<b>4</b>	<b>4.2</b>	<b>5.5</b>	<b>7.4</b>
<b>SD</b>	<b>1.83</b>	<b>1.40</b>	<b>0.85</b>	<b>0.97</b>

### Impact on Market

DK	4	5	4	6
Sara Storey	4	8	2	6
Louisa	5	4	4	8
Amelia	5	4	3	6
Mel	5	2	2	8
Richard	7	6	4	8
Sharon	4	3	5	6
Gillian	6	3	5	6
Liz	5	5	3	7



Claire	2	2	4	5
<b>total</b>	47	42	36	66
<b>Ave</b>	4.7	4.2	3.6	6.6
<b>SD</b>	1.34	1.87	1.07	1.07

### Commercial

DK	3	1	5	6
Sara Storey	6	2	4	4
Louisa	3	2	5	7
Amelia	6	3	4	6
Mel	4	3	5	8
Richard	5	5	4	5
Sharon	4	3	6	7
Gillian	6	2	3	6
Liz	4	3	3	7
Claire	2	4	4	5
<b>total</b>	43	28	43	61
<b>Ave</b>	4.3	2.8	4.3	6.1
<b>SD</b>	1.42	1.14	0.95	1.20

### Responsiveness

dk	5	8	5	5
Sara Storey	6	8	4	10
Louisa	2	4	5	8
Amelia	5	5	4	5
Mel	2	3	4	9
Richard	7	7	7	6
Sharon	4	3	6	8
Gillian	3	4	6	6
Liz	7	6	4	7
Claire	4	4	4	4
<b>total</b>	45	52	49	68
<b>Ave</b>	4.5	5.2	4.9	6.8
<b>SD</b>	1.84	1.93	1.10	1.93

### Financial Model

	Spot	C&V	Block
<b>Financial</b>			
DK	4	5	2
Sara Storey	2	4	6
Louisa	3	7	5
Amelia	2	6	4
Mel	3	8	3
Richard	7	8	6
Sharon	4	7	5
Gillian	6	7	2

Liz	4	6	5
Claire	3	8	3
<b>Total</b>	38	66	41
<b>Ave</b>	3.8	6.6	4.1
<b>SD</b>	1.62	1.35	1.52

**Quality**

DK	4	5	6
Sara Storey	4	6	2
Louisa	3	6	5
Amelia	4	4	3
Mel	6	9	4
Richard	7	7	7
Sharon	3	5	6
Gillian	5	7	4
Liz	5	4	3
Claire	3	7	4
<b>Total</b>	44	60	44
<b>Ave</b>	4.4	6	4.4
<b>SD</b>	1.35	1.56	1.58

**Impact on Market**

DK	3	8	8
Sara Storey	4	6	2
Louisa	3	7	5
Amelia	3	5	6
Mel	4	6	2
Richard	5	8	7
Sharon	4	6	9
Gillian	2	7	2
Liz	5	6	7
Claire	5	6	2
<b>total</b>	38	65	50
<b>Ave</b>	3.8	6.5	5
<b>SD</b>	1.03	0.97	2.79

**Commercial**

DK	5	6	5
Sara Storey	6	2	4
Louisa	6	6	4
Amelia	7	5	3
Mel	4	7	2
Richard	6	7	4
Sharon	4	7	6
Gillian	2	7	4
Liz	5	6	4

Claire	5	6	2
<b>total</b>	50	59	38
<b>Ave</b>	5	5.9	3.8
<b>SD</b>	1.41	1.52	1.23

**Responsiveness**

DK	5	7	4
Sara Storey	2	6	5
Louisa	3	4	3
Amelia	5	6	2
Mel	4	6	2
Richard	7	7	5
Sharon	4	6	5
Gillian	6	7	4
Liz	7	6	5
Claire	4	5	1
<b>total</b>	47	60	36
<b>Ave</b>	4.7	6	3.6
<b>SD</b>	1.64	0.94	1.51

# CONTRACT MODEL

	Option 1C	Option 2C	Option 3C	Option 4C
<b>Variation Description</b>	Separate Contracts	Framework	Integrated Contract (Single Provider)	Integrated (Hub)
<b>Benefit Criteria</b>	Score	Score	Score	Score
Financial				
High Quality Service				
Impact on Market				
Commercial				

**NOTES**

Separate contract - as now - e.g. IMCA, IMHA, Care Act have their own contracts  
 Framework - a number of providers offer the same services - e.g. several choices to go to for Care Act, IMCA etc.  
 Integrated Contract - a single provider is awarded some or all advocacy roles  
 Integrated Hub - a single provider operates an advcacoy hub which acts as a referral point. Subcontracts specialist work

**NOTES FROM SESSION:**

# FINANCIAL MODEL

	Option 1F	Option 2F	Option 3F	JOINT
<b>Variation Description</b>	SPOT	C and V	BLOCK	JOINT fuind with CCG?
<b>Benefit Criteria</b>	<b>Score</b>	<b>Score</b>	<b>Score</b>	<b>Score</b>
Financial				
High Quality Service				
Impact on Market				
Commercial				

**Spot purchase** - all advocacy bought on a case buy cases basis at a tendered hourly or referral rate  
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