

Daytime Activity Tender: Provider Engagement held in Feb 2020

Pricing

- Needs clear instructions on pricing template
- Need to know how long rates will be set for?
- Need to know the expected staffing ratio
- Staff costs: providers would be more willing to divulge whole staff costs rather than give details of individuals salaries
- Session rates: need to know how long sessions are expected to be?
- Can providers set up their own “session time?”
- What is eligibility for standard and complex rates
- Needs a section for volunteer costs: transport, lunch, training, recruitment
- Forms needs an element for payroll
- Travel costs need to be included
- What is the payment method?
- Will there be an hourly rate
- Will need a certain number of people to make a service viable
- Are transport and meals included in the costs?
- No. of sessions - What constitutes a session?
- Query – average percentage attendance per year
- Should be based on budget not actual
- Other Staff Costs should be included in Staff Costs, e.g. Pension is part of Management costs etc.
- Some of the descriptions were out of line with the categories.
- Is Year Financial Year or Calendar Year?
- Consider different rates according to staff ration required, 1:1, 1:2 etc.
- Be clear on session times e.g. 6 hours a day
- Understand cost of transport if required
- Clarity on what is excluded from funding, e.g. lunch, activities outside the centre, transport
- Actual no of sessions per week – is this a 7 day week?
- What is the relevance of whether organisation owns property.
- Annual cost of Day Care – is this across the company or per day care property? Very difficult to separate if a company operate services across a number of sectors
- Staff Costs – Care, Support Worker – What is the difference?
- Management – does this include a % of Head Office management?
- Staff Training - very hard to separate this out from staff training costs (assume this refers to allocating training costs to one day activity project.)
- Other Staff costs - Need to include holiday pay and DBS costs

- Other costs – Need to include maintenance/statutory compliance, food/drink/welfare, service charge
- Reason for lack of response to templates is that it is hard to separate out the day care costs in a large org
- It is a complex sector they are working in - not so easy to list business costs and this may be the reason for lack of response.
- Difficult to fit into our template and the interpretation of what needs to be in each box is different
- Rates per day - how many hours in a day? Doesn't include transport which would be assessed separately
- The rates would need to be higher than £66 for more personalised support
- Staffing ratio plus building costs would be a better way of establishing a cost of Day Care
- Concern that 2 rates would not be enough as it needs to be more flexible.
- Needs a range of prices to reflect complexity and flexible support required
- We know what the NLW will increase in April and we will factor that into the rate uplifts each year
- How will Evening and Weekends rates be decided? (i.e. out of the two rates) – if it is calculated on a six hour day
- How will transport be paid for on community led activity in the day as this is an extra charge normally
- Community led support requires lower rates than being in a building how will this be factored in
- Will this framework be included in the annual council uplift?
- Will the above be stated in the contract for services?
- Will there be an extra rate for specialist provision, e.g. people with behaviour that challenges, intensive interaction
- Would a menu drive approach give more fluidity than set rates
- The lowest rate will mean that higher functioning people can only access group based activity – is that the intention? It will not cover any 1:1 support
- The 2 base rates do not pay for the coordination of the community led support models for community activities
- Breakdown needed of the two proposed rates
- 1:1 services

Future Planning

- When will reviews happen? What will be the process of reassessment and time scales?

Gaps

- Difficult to run projects on evenings and weekends due to staffing and lack of volunteers
- Finding out what is available in the community is difficult
- Activities for more complex needs
- Dementia - when does that become complex and become a case of eligible needs

Training

- Staff training is not supported by the council
- Medical needs are an issue – staff need training to provide medication

Statistics

- Queried the decrease in numbers of people with learning disabilities – the Preparing for Adulthood workstream suggests different trends
- Early onset dementia is an issue with people who have a learning disability
- Activity data – need to know what is out there

Sensory needs

- There are a lot of skills in Bradford which the council should tap into. Commissioners would be happy to invite providers to Morley St (Sensory Needs) to talk to the social workers about what support they can provide.
- Some providers want to expand their provision to support people with more complexities in their lives, e.g. sensory impairment

Tender Process

- How long will successful providers be on the Dynamic Purchasing System? We anticipate between 5-10 years but that will be in the tender documentation.
- When are you looking to introduce this – Summer 2020
- If an organisation has more than one project do they have to apply several times? They will apply as a provider and then list all the projects they run on a spreadsheet that will be supplied in the tender documents
- Does Yortender notify you of opportunities? Yes, when you register you will receive notifications and also when you make amendments or ask for clarification. Make sure the key local person is registered.