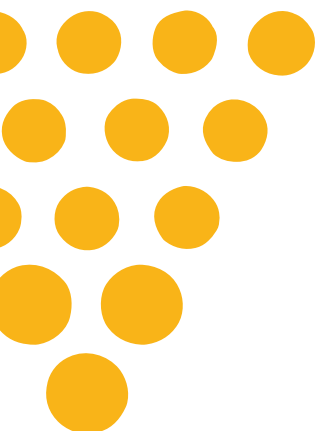




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**NHS**  
**Kernow**  
**Clinical Commissioning Group**



# Joint Strategic Commissioning

Care Homes 2019-20

 [www.cornwall.gov.uk](http://www.cornwall.gov.uk)

# Workshop Overview

## 1. Introduction

Joint Strategic Commissioning for Care Homes

## 2. Phase 1

Interim arrangements

## 3. Phase 2

Market Analysis, Market Development and Commercial Strategy

## 4. Workshops Sessions (2 Hours)

**Workshop 1:** Service Specification - What would you prioritise?

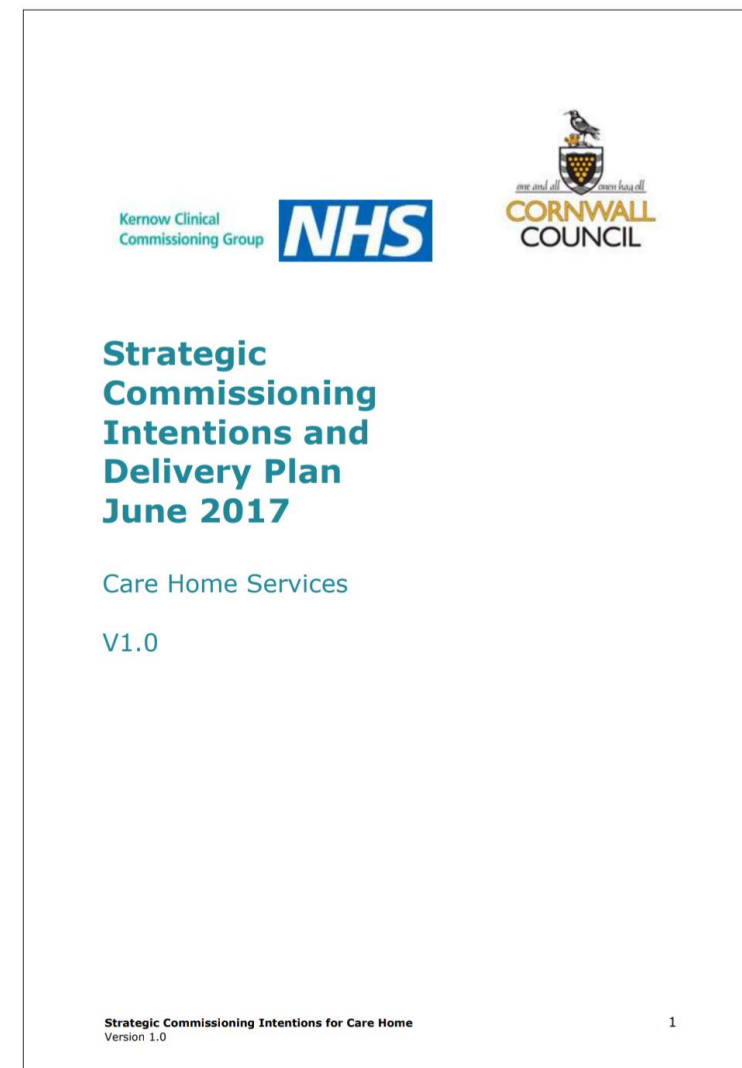
**Workshop 2:** Designing the Health and Social Care Placement Process

**Workshop 3:** Market Development

## 5. Next Steps

# Joint Strategic Commissioning Intentions 2017

1. A joint strategic direction for care homes commissioning.
2. An aligned care homes commissioning methodology including:
  - The development of a contract and service specification that allows for effective contract management
  - A fair and transparent methodology for calculating the cost of placement fees
  - A modernised one system approach to vacancy finding, procurement and brokerage.
3. Improved outcomes for people who live in care homes, including opportunities to move to independent living wherever possible.
4. Solutions to meeting people's care, support and accommodation needs that offer an alternative to care homes.



# Joint Strategic Commissioning for Care Homes

The Joint Strategic Commissioning for Care Homes project was established by NHS Kernow and the Council to deliver the joint objectives set out in the Strategic Commissioning Intentions.

Includes two commissioning phases:

**Phase 1:** Implementation of interim contractual agreement and fee arrangements for 2019-20.

**Phase 2:** Development Commercial and Market Development Strategy for joint commissioning arrangements for April 2020 onwards

# Phase 1 – Interim Arrangements 2019-20

- ✓ **Aligned Contract and Service Specification**  
Separate contracting arrangements between the Council, NHS Kernow and Care Home Providers but with an aligned service specification.
- ✓ **Care Homes Fee Review**  
Fee uplifts in 2019-20 from the Council and NHS Kernow to reflect increases in the National Living Wage, Living Wage Foundation Rate and the rising cost of inflation.
- ✓ **Adult Social Care Solutions Hub Review**  
Evaluation of the implementation of the care homes brokerage function introduced in April 2018 and recommendations for 2019 and beyond.

# Phase 2 – Joint Commissioning April 2020+

- ✓ **Joint Contract and Service Specification**  
Development of a joint contractual agreement and review of service specification
- ✓ **Aligned Fee Methodology**  
Trajectory for alignment of care home placement fee methodology across NHS and social care commissioning
- ✓ **Joint Market Analysis**  
Extensive care home market analysis, good practice research, workforce analysis, future need projections and programme of stakeholder engagement
- ✓ **Joint Market Development Strategy**  
Support for the market to develop, build market capacity, improve quality and performance and to engage with the development and implementation of the Joint Commercial Strategy
- ✓ **Joint Commercial Strategy**  
Future commissioning and purchasing arrangements including route to market, negotiation and/or procurement approach, commercial offer

# Commercial Approach

- **On-boarding Process**
  - Registration
  - Insurance
  - Capability / Capacity
- **Development Opportunities**
- **Price Negotiation / Rate Card Agreement**
- **Contractual Agreement**

# Workshop Activity – Small Groups

## **Workshop 1: Service Specification**

What would you prioritise?

## **Workshop 2: Designing the Health and Social Care Placement Process**

Map out the ideal placement process from a provider perspective

## **Workshop 3: Market Development**

What support will Providers need to take part in the process described



# Thank you / Meur ras

If you have any questions or comments

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and/or

NHS Kernow at [kccg.contracts@nhs.net](mailto:kccg.contracts@nhs.net)