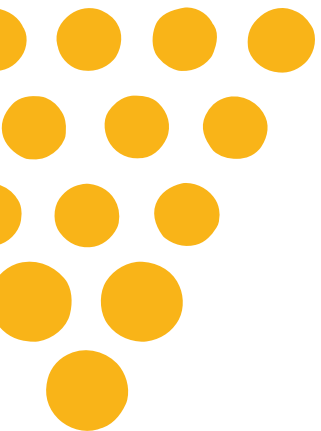




CORNWALL
COUNCIL
one and all • onen hag oll

NHS
Kernow
Clinical Commissioning Group



Joint Strategic Commissioning

Care Homes 2019-20

Workshop 2

 www.cornwall.gov.uk

Workshop Overview

1. Introduction and Update

Joint Strategic Commissioning for Care Homes

2. Workshops Sessions

Workshop 1: On-boarding Process

Workshop 2: Rate Care Development

Workshop 3: Performance Information Reporting

3. Next Steps

Phase 2 – Joint Commissioning April 2020+

- ✓ **Joint Contract and Service Specification**
Development of a joint contractual agreement and review of service specification
- ✓ **Joint 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

Phase 2 – Joint Fee Methodology

Residential Tiers	Carer	Nursing	UMP 2019-20
Tier 1 Residential	21.57	0	£722
Tier 2 Residential Dementia	24.89	0	£772
Tier 3 Residential Additional Support (+10 hours)	34.89	0	NA
Tier 4 Bespoke Care Funding Calculator	Bespoke	0	NA

Nursing Tiers	Carer	Nursing	UMP 2019-20
Tier 1 Nursing Standard	24.11	8.44	£802+£165.56 (FNC)
Tier 2 Nursing (+10)	34.11	8.44	
Tier 3 Nursing (+20)	44.11	8.44	NA
Tier 4 Bespoke Care Funding Calculator	Bespoke	Bespoke	NA

Phase 2 - Commercial Approach

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

Phase 2 - Rate Card Development

- Rate Cards will be included in the on-boarding process and contract
- Providers will be invited to submit their costs for each tier, as applicable to their care home
- These will be evaluated against the benchmark (LaingBuisson)
- Providers where the rate card values are in excess of the benchmark will be invited to a clarification
- There will be an annual price review included in the contract, linked to CPI and the LWFR

Innovative Care Home	
Staff Resources / Allowances	
Nil	0.4
Holidays	28
Sickness	5.5
Provision	1.8
Training	5
Baseline Care Costs	
Dog Wears Basic Grade	63.93
Dog Wears Senior Carer	23.48 63.75
Dog Wears Nurse	8.88 68.88
Bedded / Shared Nighting Care	
Single Staff	18 494.98
Nighting Staff	18 494.98
On Call Support	-
Management & Nursing	
Nurse	8.88 68.88
Senior Carer	8.88 63.75
Supply	8.88 68.88
Manager	7.88 494.75
Support Staff	
Welfare Officer	6 63.88
Other Care	6 63.48
Additional Throughput	
Additional Throughput	8
Max Staff Costs	
Food / Provision	68.88
Special Medicines	CFC Veler
Transport	68.88
Holidays	CFC Veler
Welfare Officer	63.75
Welfare Officer	68.88
Cleaning materials	68.88
Insurance	68.88
Other costs	CFC Veler
Reg Fees (CFC)	CFC Veler
Recruitment costs	CFC Veler
Staff Training	CFC Veler
Cooling gas & other	CFC Veler
Utilities as supplied (if property owned)	-
Food (if property owned)	688.77
Food (if property owned)	CFC Veler

Workshop Activity – Small Groups

Workshop 1: On-boarding Process

What are the potential issues for providers? What support will you need?

Workshop 2: Rate Card

Designing the rate card to ensure it is fit for purpose

Workshop 3: Performance Reporting

What are the potential issues for providers? What changes would you make?

Thank you / Meur ras

If you have any questions or comments

Council at contractsadults@cornwall.gov.uk

and/or

NHS Kernow at kccg.contracts@nhs.net