



May 2013  
Issue 3



Cambridgeshire and Peterborough  
Clinical Commissioning Group

# Older People's Programme - Update 3

## ENGAGEMENT

During May and continuing into June, we have undertaken a large programme of engagement to make sure that a wide range of people know about, and understand, the programme, the decisions made so far and the next steps.

Engagement has mainly been at three levels:

- Local: continued engagement with local patient representative groups and other local people and groups that have an interest in the programme.
- Internal: engagement through a “roadshow” with the eight local commissioning group boards, ensuring that all LCGs are updated on the direction of the programme
- Potential Providers: engagement through conversations with potential organisations that might be interested in providing health services for older people and other interested parties. We have held:
  - An Initial Provider day on the 16 April to see if any other organisations would want to provide services, attended by approximately 100 attendees from 50 organisations
  - A Provider engagement day on the 21 May, attended by 27 organisations
  - A second Provider engagement day on the 3 June, attended by 10 organisations.

## RECENT DECISIONS

At the CCG's Governing Body meeting on 7 May 2013 the Governing Body agreed:

- To continue to talk with providers and engage with stakeholders during May/June
- A set of criteria - Critical Success Criteria – that need to be met if the programme is to be considered successful, including financial principles (see next section).
- To an open procurement process involving several stages of dialogue. This involves:
  - pre-procurement – currently in progress up until the pre-qualification questionnaire (PQQ) is issued in late June to potential providers. A PQQ is a set of questions that potential providers will need to answer before they can be shortlisted and invited to bid to provide services.
  - Invitation to submit Outline Solutions (ISOS) – issued August to shortlisted providers from the PQQ stage



Continued overleaf.....

- Invitation to submit Final Solutions (ISFS) – issued November to shortlisted providers from the ISOS stage
- A further paper is brought back to the Governing Body in June which:
  - summarises the feedback from talking to providers and interested parties
  - makes further recommendations on the outcomes we expect to achieve and options for service organisation, contracts and funding to be used as a basis for procuring services for older people

### CRITICAL SUCCESS FACTORS

It is very important that we are clear about how the success of the Programme will be measured, as this drives the assessment of options for service delivery and funding, the assessment of bids which may be received as part of a procurement process, and also informs the longer term evaluation of the programme.

The extent to which any option or proposal will deliver the vision and specifically:

- a. Improve the quality of services and the experience older people and their carers have of using these services through care organised around the patient
- b. Deliver services which meet local needs, as defined in local outcome specifications
- c. Move beyond traditional organisational and professional boundaries, so front-line staff can work effectively and flexibly together to deliver seamless care
- d. Supporting older people to maintain their independence, and reducing avoidable emergency admissions, re-admissions and extended stays in acute hospitals (including delayed transfers of care)
- e. Deliver an organisational solution for the older people's care which can demonstrate strong leadership, sound governance, resilience, and the confidence of commissioners and provider partners
- f. Demonstrate credible approach to engaging patients and representative groups in design and delivery of services
- g. Provide a sustainable financial model (see financial principles below)

### FINANCIAL PRINCIPLES

The CCG has agreed the following principles, and these will be used to develop the financial framework for dialogue and assessment of options / proposals

1. Aligning improved patient outcomes with financial **incentives**
2. Sharing financial **gain and risk** across the commissioner – provider system
3. Delivering recurrent financial balance in a **sustainable** way
4. Creating the conditions for investment and delivering a return on **investment**

Regular updates and other information are available at [www.cambridgeshireandpeterboroughccg.nhs.uk](http://www.cambridgeshireandpeterboroughccg.nhs.uk)

