

# Routes to Commissioning

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# Aim of presentation

- Overview of commissioning
- Understand the opportunities
- Ideas for approach commissioners



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# Commissioning Terms

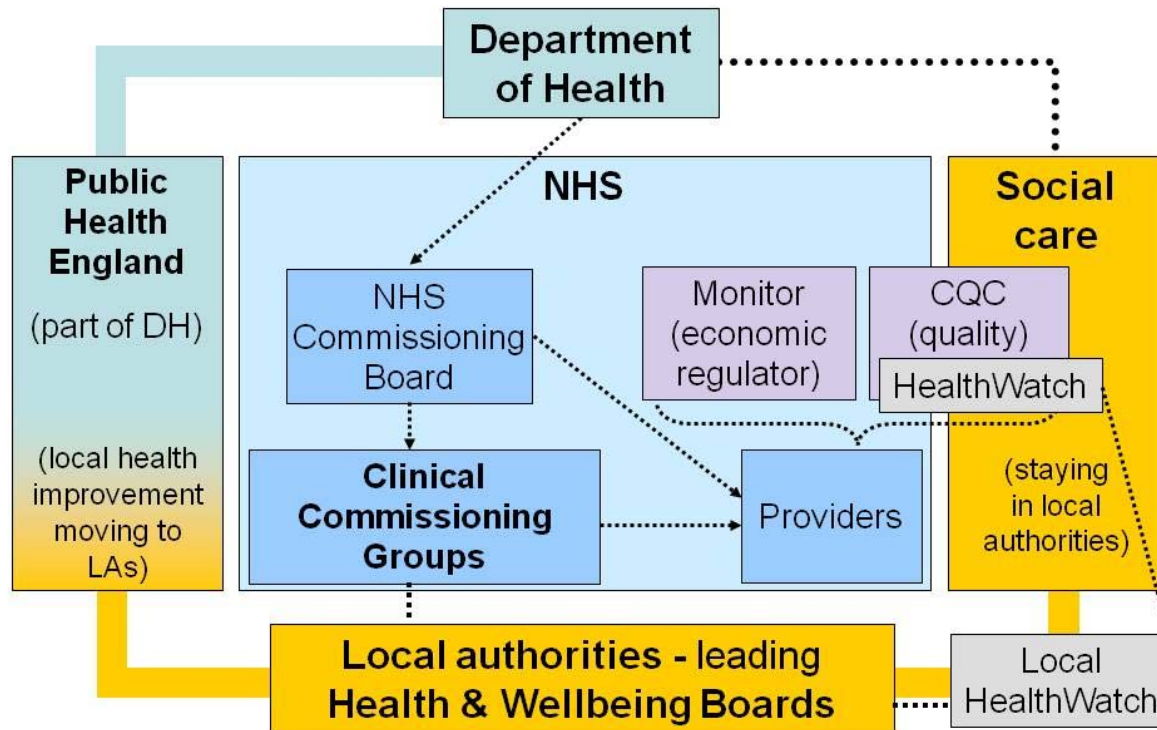
- **Commissioning**
  - the process of assessing the needs of a local population and putting in place services to meet those needs.' (DH, 2010b)
- **Procurement**
  - the stage of the commissioning cycle that involves buying the service and leads to the award of a contract
- **Tendering**
  - the route that an organisation will take when responding to a requirement for a service which has been identified through the commissioning process.
- **Commissioners:** NHS, Local Authority
- **Providers:** NHS, LA, Voluntary & Community, Business



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# Health and Social Care Act (2012)

New health social care & public health system

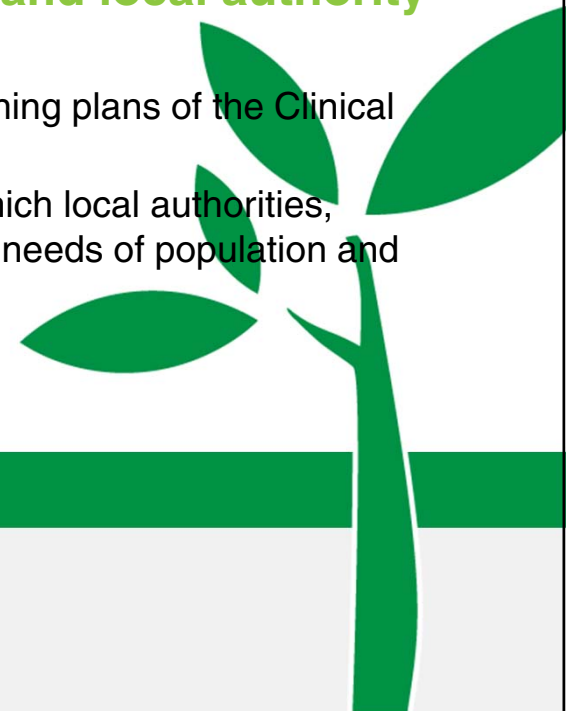


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# What's new?

- **Clinical commissioning groups (CCGs) - replace the primary care trusts (PCTs) and control around two-thirds of the NHS budget.**
- The CCG boards (made up of GPs, other health professionals and lay members) are responsible for making decisions on priorities for commissioning local health services.
- **Local Authorities - Commissioning For Public Health and responsible for providing some public health services**
- **Health and wellbeing boards – bring together NHS and local authority decision making and responsible for**
- Joint Health & Wellbeing Strategy - forms the basis of the commissioning plans of the Clinical Commissioning Groups CCGS and local authority. Underpinned by...
- Joint Strategic Needs Assessment (JSNA) - an ongoing process by which local authorities, clinical commissioning groups and other public sector partners set out needs of population and priorities

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# Drivers for change

- Value for money
- Targets and efficiency
- Quality assurances
- Good solutions to complex problems
- Shift decision making close to patients

## The reality

- To early to say – varied picture
- Personal relationships
- Off the shelf models
- Prove before they buy – not always good for VCS



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# Success Stories

- **Strong Partnerships with voluntary sector in areas**
- **Prevalence in some disciplines**
  - O.T., Social & Therapeutic Horticulture
  - Public Health – food environments, healthy eating, mental health
- **Commissioning and/or referral relationships**
  - Healthy Weight, mental health
  - Substance misuse, dementia



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# Why does the NHS work with voluntary and community sector?

- Already doing it!
- VSC receives £3.4 billion from NHS (Kings Fund)
- We are effective because:
  - we understand local need
  - have trust within local communities
  - extend beyond traditional, clinical health interventions
  - work holistically across multiple **services**



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# Building relationships with CCGs & commissioners



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# Plan your approach:

## Who do you want to contact?

- Commissioners
- Voluntary Sector umbrella group

## Are you ready?

- Do you need to think about partnering up
- Are you ready to be commissioned, receive referrals

## Do your homework

- find out CCG priorities
- develop a pitch
- summarise your points on 1 side of A4



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# Build relationships:

- Assume GPs they know very little
- Commissioners:  
[www.navca.org.uk/localvs/lcp/briefings/](http://www.navca.org.uk/localvs/lcp/briefings/)
- Be clear about your clients' needs and how your organisation meets those needs.
- Use existing contacts in the health sector
- Partnerships can be effective
  - smaller organisations becoming sub-contractors to large ones
  - consortium that can deliver larger contracts.



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# Demonstrate what you can do?

## Satisfy commissioners

- invite them to events, send them newsletters, links to reports, etc.),

## Construct your evidence around their outcomes

## Demonstrate beneficial outcomes and value for money

- how many people receive the service
- what difference it makes to them
- how much it will cost.



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# Good Practice - what your CCG could be doing?

- **Co production & Innovation**
- **Building Health Partnerships, Social Prescribing**
- **Grant/developmental/pilot funding**
- **by commissioners in order to allow innovative solutions to develop**
- **Support organisations (such as Councils for Voluntary Service)**
- **acting as a broker between commissioners and voluntary sector providers**



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# Requirements: What your CCGs should be doing?

*Required to demonstrate that they have mechanisms in place to work with voluntary-sector groups.*

- **The Public Services (Social Value) Act January 2013.**
- Requirement on commissioners) to consider the economic, environmental and social benefits
- **Healthy people, healthy places briefing.**
- Obesity and the environment: increasing physical activity and active travel  
Public Health England Nov 2013
- **Sustainable, Resilient, Healthy People & Places**
- A Sustainable Development Strategy for the NHS, Public Health and Social Care system



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