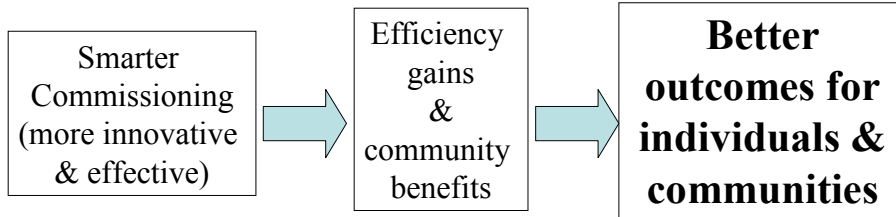


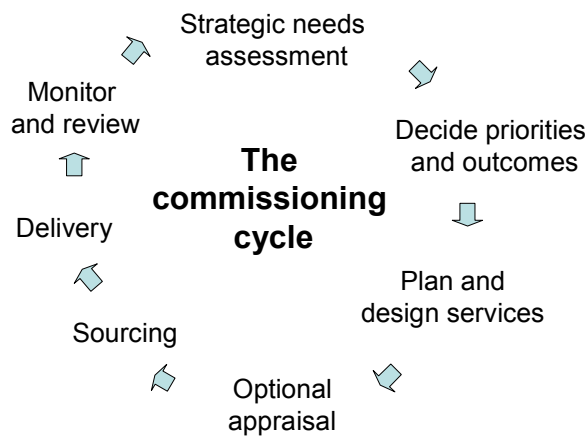
national programme for
third sector commissioning

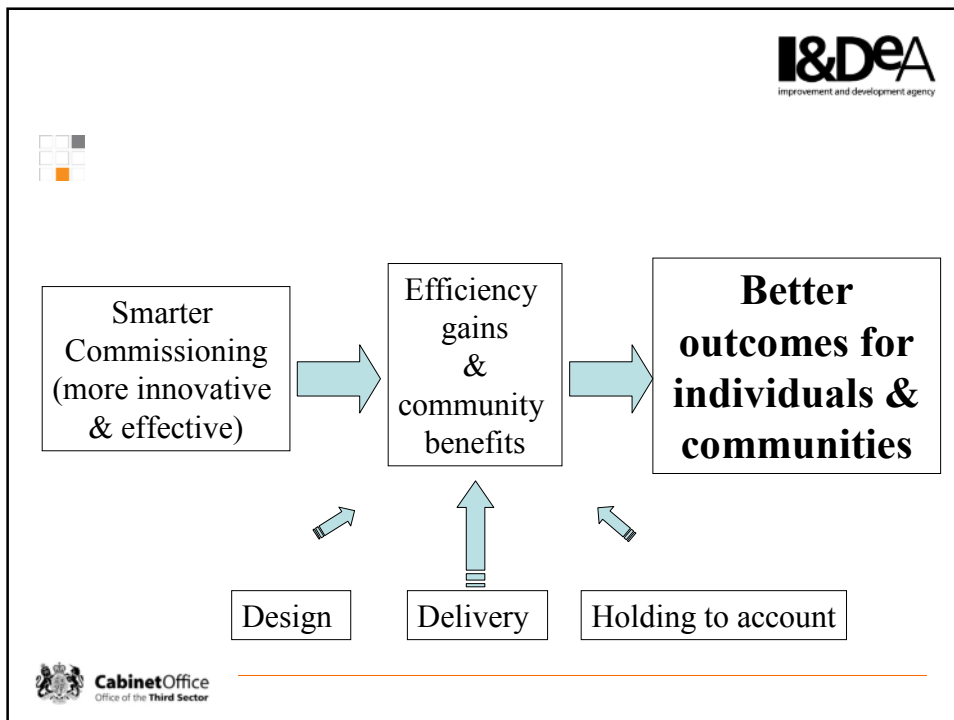
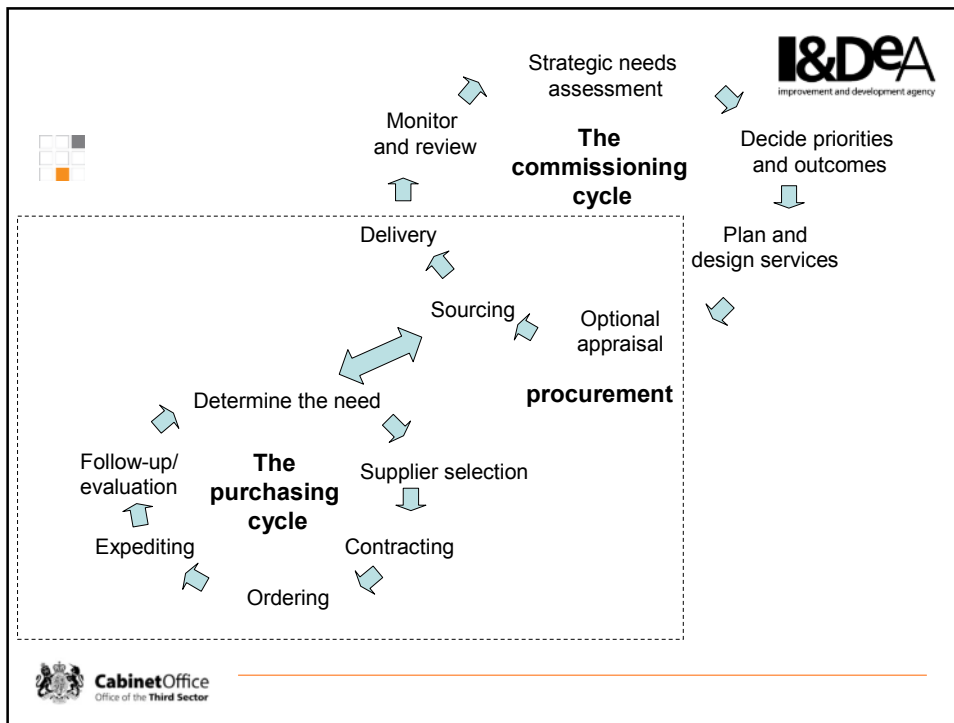


**Better
outcomes for
individuals &
communities**



the commissioning cycle

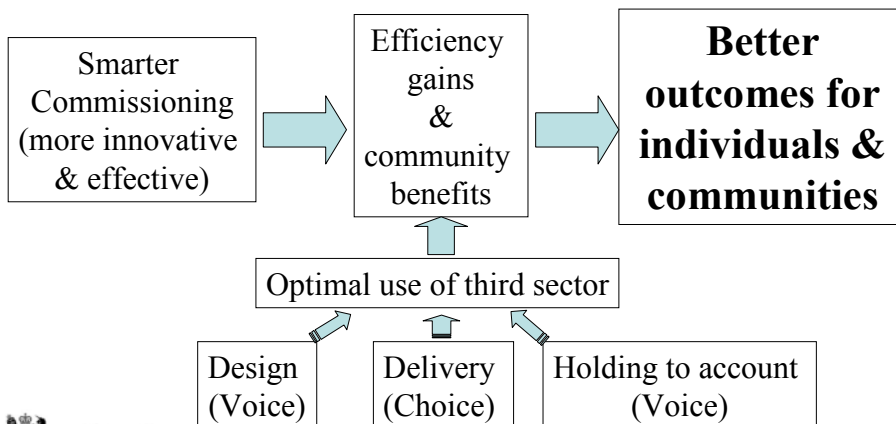






Benefits of third sector

- Specialist knowledge, expertise and/or skills
- Ability to spot emerging trends
- Involving people in service delivery
- Independence from existing structures and models
- Reach the hard-to-reach
- Freedom and flexibility from institutional pressures
- ...





NAO identified the following common problems

- Short-term funding
- Excessive risk placed on providers
- Unrealistic prices
- Excessive burdens of monitoring and evaluation



Commitments to overcome barriers

- The Compact
- Small Business Friendly Concordat
- Eight principles of good commissioning



8 principles of good commissioning

- Understand the needs of users etc
- Consult provider organisations when setting priorities
- Put outcomes for users at the heart of the process
- Map the fullest practical range of providers
- Consider investing in the provider base
- Ensure contract processes are transparent and fair
- Ensure long term contracts and risk sharing
- Seek feedback to review effectiveness of the commissioning process



A reality check

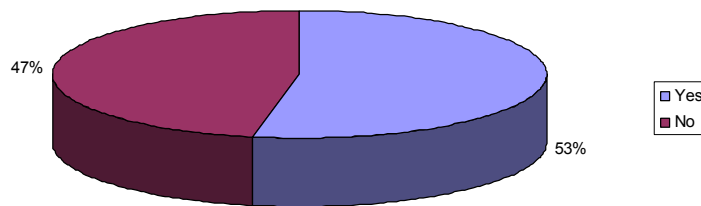


Third sector commissioning issues

- Commissioning v procurement
- Grants v contracts
- State aid v public procurement law
- Labour v Conservative approach
 - Voice and/or choice
 - Emphasis on Grants
 - Aggregated contracts
- TUPE
- Technical v outcome based specifications
- Diversity



Are procurement and commissioning just different names for the same thing?



Local government lead practitioners survey

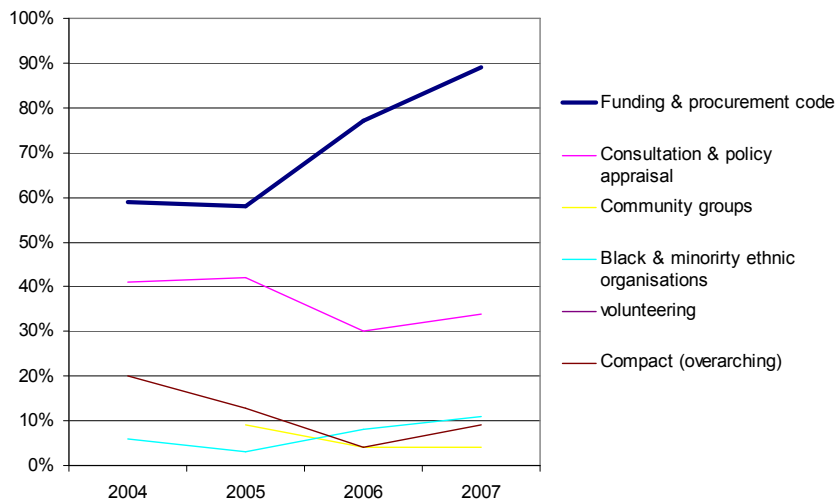
Is procurement the same as commissioning?



... Strategic Procurement that takes a holistic approach to assessing need and reviewing the make or buy options is very similar to commissioning. Commissioning can be used as an excuse to avoid competition in the full sense and needs to be well understood and managed and involve procurement staff in that process.

My qualification is 'purchase and supply' it's the government that seem to need to waste time and money faffing with different names.

Compact Breaches





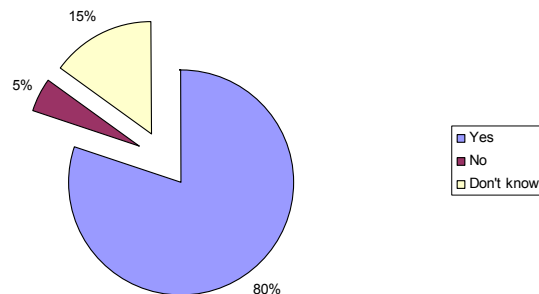
TSOs

Baseline position: November 2007

- 20% consider procurement processes **fair and transparent**
- 46% say contracts required them to take on more **financial risk** than they could manage
- Some concerns about equalities

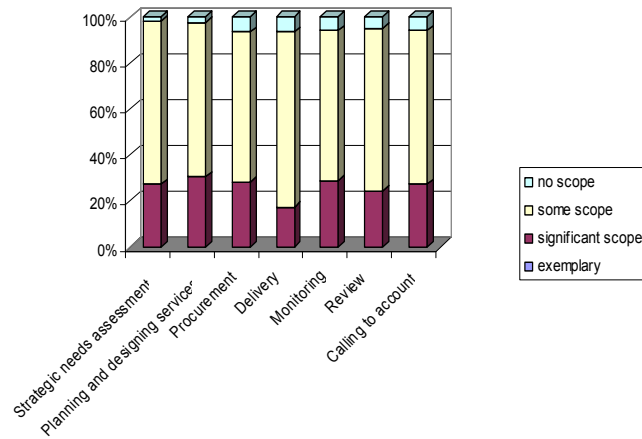


Significant commissioners agreement on need for organisation to change

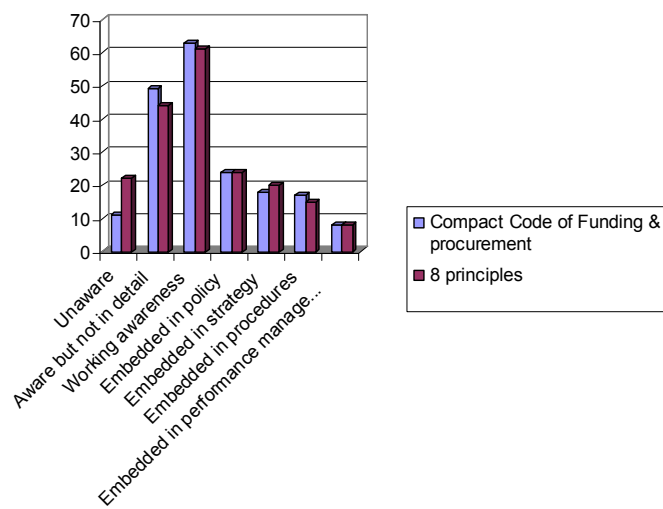




Significant commissioners acknowledged scope for improvement

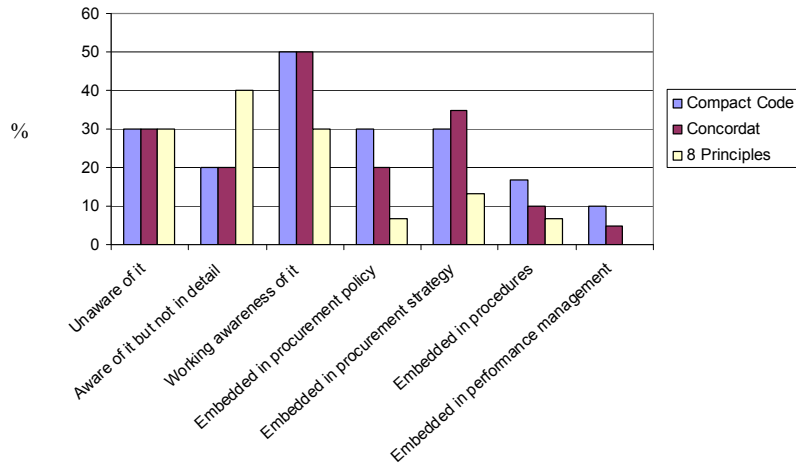


Significant commissioners embedding of policy commitments





Procurement practitioners engagement



Conclusions

1. Acknowledged room for improvement in all aspects of commissioning cycle
2. Misunderstandings difference between procurement and commissioning
3. Third sector lack confidence that procurement is fair and transparent
4. % Compact Code Breaches on Funding & Procurement rising
5. Low awareness of Compact Code and 8 Principles
6. Lack of embedding in Compact Code and 8 Principles in policy, strategy, procedures, and performance management



NPTSC key messages

- There needs to be cultural change in central and local government, PCT's etc
- Involvement of the third sector is not a process – it is not about ticking boxes
- Decision making needs to reflect government commitments to the sector

Potential tools

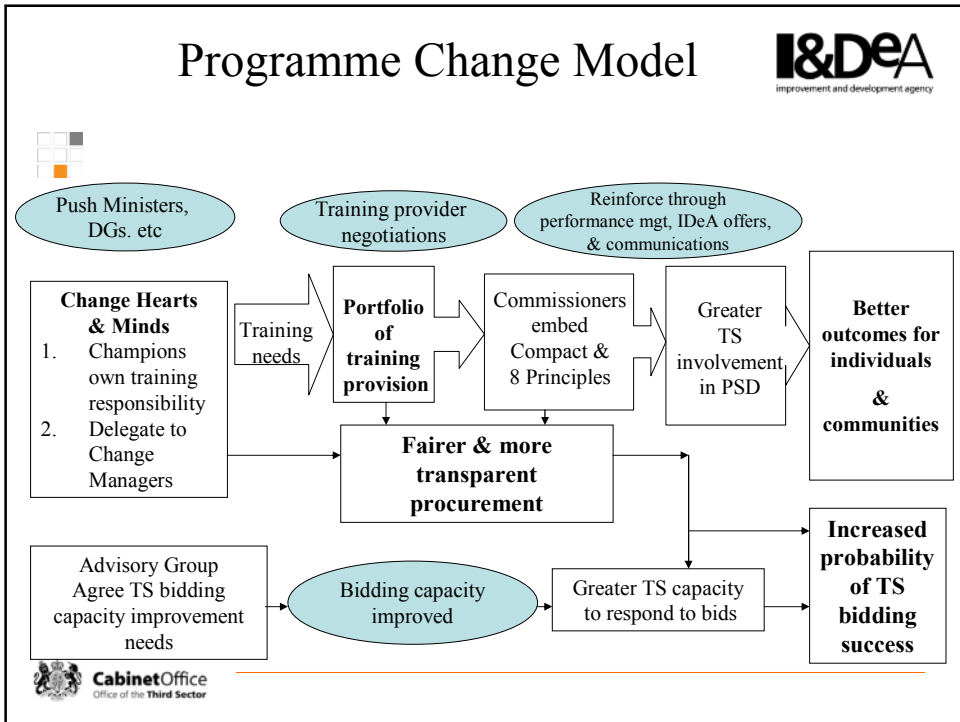


- Third sector commissioning Community of Practice www.communities.idea.gov.uk
- Free eLearning tool
- Regional training events livegroup.co.uk/nptsc
- Accredited training
www.idea.gov.uk/3scommissioning

I&DeA
improvement and development agency

national programme for
third sector commissioning

CabinetOffice
Office of the Third Sector





Commissioners

Baseline position: November 2007

- 39% aware of eight principles of good commissioning
- 21% say they **always consult** TSOs at an early stage on the commissioning process
- 36% say they most often **used outcomes**
- 29% aware to a 'considerable extent' of the **providers in their area** and how they can contribute
- 44% average contract length 3 years or more (**35% 1 year**)
- 40% say they always or often sought **feedback** from providers