



Commissioning Skills Training

The Commissioning Process

Models of commissioning process

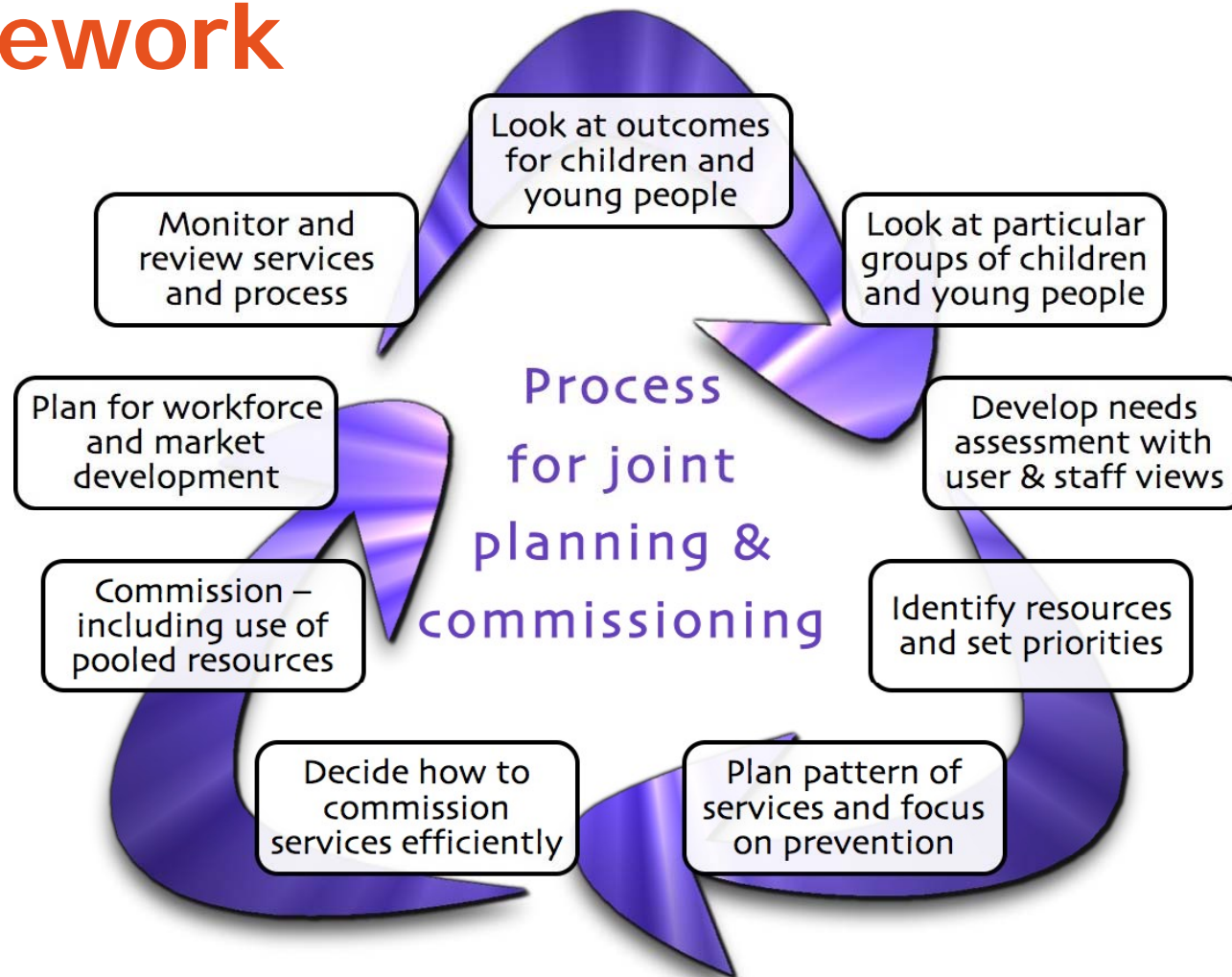
- Be aware of the range; they all deal with more or less the same field.
- Ensure all partners in the Children's Trust have a shared vision for commissioning:
 - all partners agree on the commissioning process and understand it
 - the process covers some form of needs analysis and planning, investment against this plan and review of the efficacy of the investment



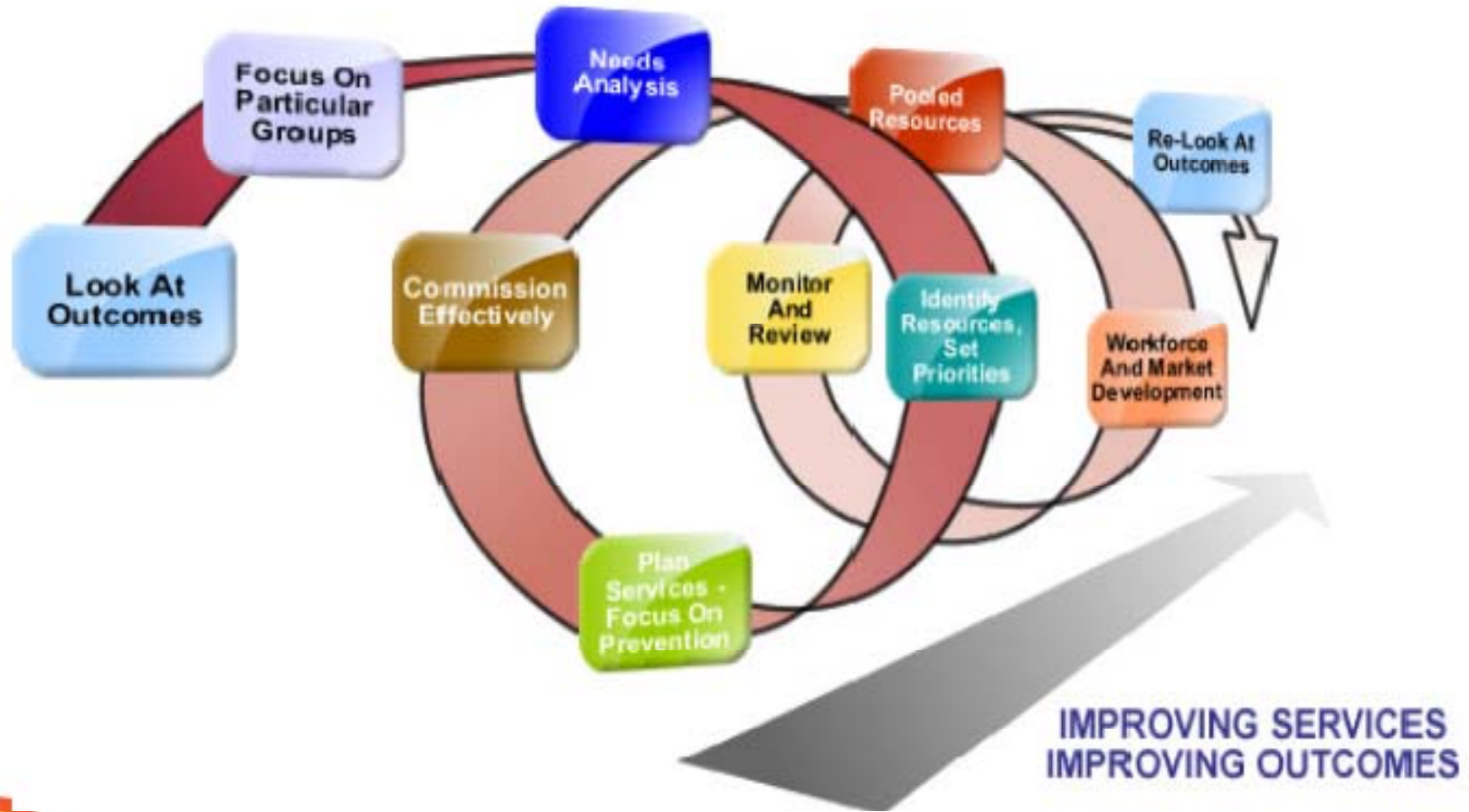
April 2010

OXFORD
BROOKES
UNIVERSITY

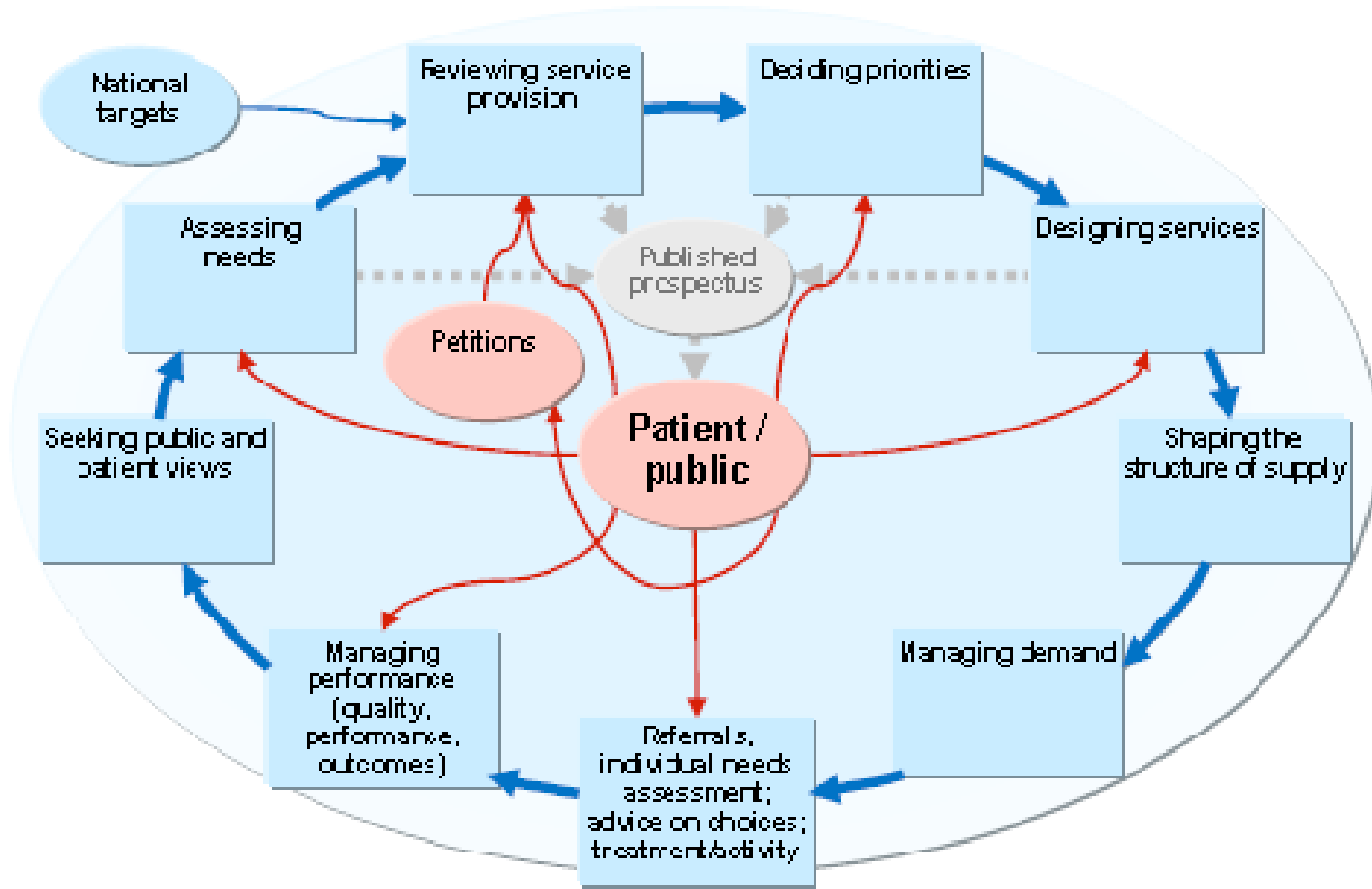
Joint planning and commissioning framework



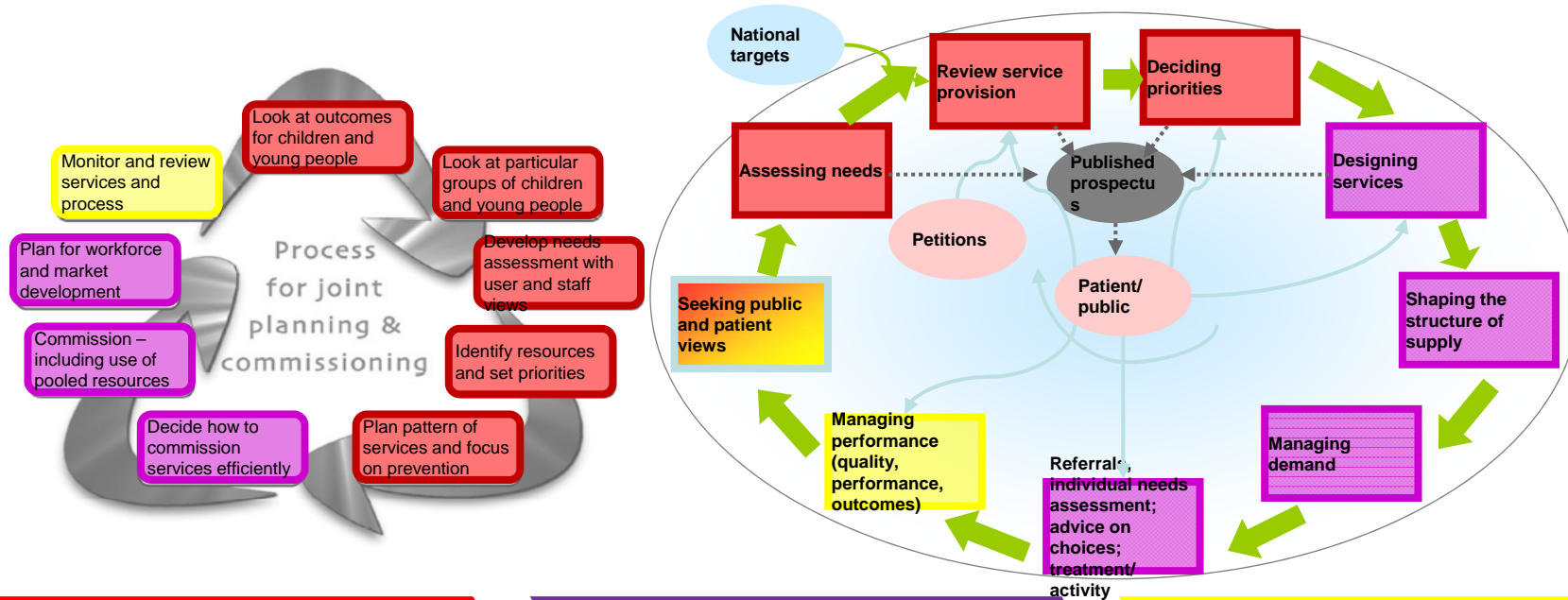
East midlands regional framework



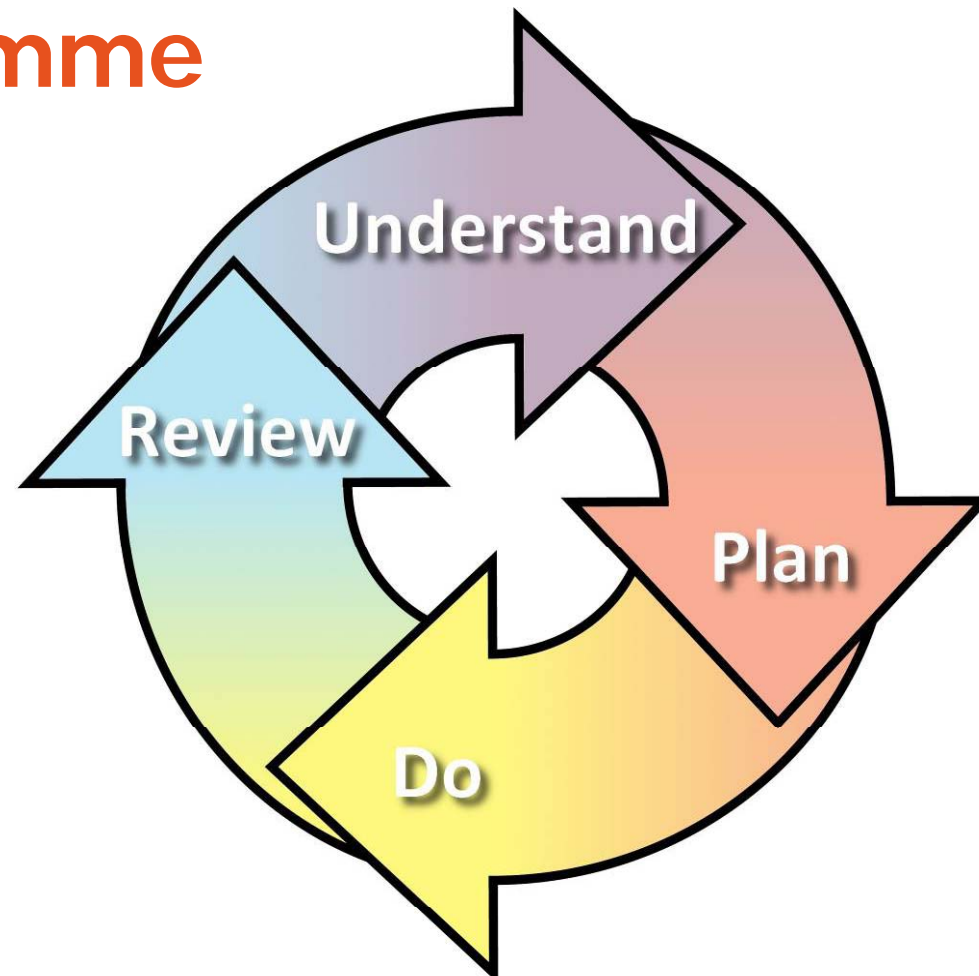
Department of Health



A cyclical process to secure the right services for the right people at the right time



Commissioning Support Programme



April 2010

OXFORD
BROOKES
UNIVERSITY

Commissioning Support Programme

- **Understand** – recognise local needs, resources and priorities and agree end product, including provider information and service user views.
- **Plan** – how to address needs effectively, efficiently, equitably and in a sustainable way.
- **Do** – investment decisions to secure delivery of the desired service(s).
- **Review** – monitor service delivery against expected outcomes and report how well it is doing against the plan.



April 2010

OXFORD
BROOKES
UNIVERSITY

Office of Government Commerce



April 2010

OXFORD
BROOKES
UNIVERSITY

IPC framework for joint strategic commissioning & purchasing



April 2010

OXFORD
BROOKES
UNIVERSITY

Strategic commissioning activities

- **Analysis** - of guidance/best practice, population needs, market, risks and resources, and establishing common priorities and outcomes between agencies.
- **Planning** – undertaking gap analysis, designing/ specifying services, and writing joined up commissioning strategies.
- **Doing** – capacity building, developing good relationships with providers, ensuring service quality, and purchasing services.
- **Reviewing** - the success of contracts in meeting needs and commissioning priorities, and reviewing market performance.



April 2010

OXFORD
BROOKES
UNIVERSITY

Purchasing activities

- **Analysis** - of the plan/strategy, assessment of patients/service user needs, allocation of resources, and analysis of provider strengths and weaknesses.
- **Planning** - by designing specifications and deciding contract type and terms, and developing purchasing and support plans.
- **Doing** - through day-to-day care and contract management, tendering, and securing support.
- **Reviewing** – whether individuals' outcomes in support plans have been met, and the success of the contract in meeting needs and commissioning priorities.



April 2010

Exercise

- Select a model or process of commissioning.
- Agree a need/service area requiring commissioning.
- Apply the chosen commissioning model to the need/service area



April 2010