



# Commissioning Skills Training

Needs analysis

# Context

- Needs analysis looking at whole populations and the needs of vulnerable groups.
- Understanding the research and best practice basis for services.
- Establishing a picture of total resources in the Children's Trust to map against priorities.
- Mapping and reviewing current services across agencies.



# What is needs analysis?

- A needs analysis is a way of estimating the nature and extent of the needs of a population so that services can be planned accordingly.
- The purpose is to help focus effort and resources where they are needed most.
- A robust needs analysis provides commissioning agencies with a range of information that can feed into and inform the planning stage of the commissioning cycle.

# Why undertake needs analysis?

- Identifying needs can help select the best intervention and enable future services to be configured more effectively or economically.
- It should provide a clearer idea of what is needed therefore enabling effective procurement of services.
- By understanding what people really want we can improve peoples' personal experience of services.
- The CYPP **must** include a needs assessment for children and young people against the 5 outcomes.

# CYPP and needs analysis

## Data

- Draw on routinely collected children and family data sets
- Draw on JSNA – using same database where possible

## Analysis

- Focus on outcomes and identify gaps in service provision
- Include service user views
- Identify priorities for joint action across the partnership

# Joint strategic needs analysis

- Production of the JSNA is a statutory duty as a result of the Local Government and Health Act 2007 for upper tier local authorities and health partners to identify current and future health and well-being needs of a local population.
- The JSNA should inform Local Area Agreement (LAA) targets, and the CYPP and lead to agreed commissioning priorities aiming to improve outcomes and reduce health inequalities.
- It should draw on a wide range of data sources, including national indicators and vital signs, and focus on outcomes and the future.

# Linking JSNA and strategic commissioning

- CYPP requires a comprehensive needs assessment to be reviewed on a regular basis. With its focus on outcomes, partnership working and consultation, the JSNA process is fully consistent with that of the CYPP.
- JSNA/CYPP should drive the commissioning process. They highlight areas of concern that need further investigation & identify priorities.
- Strategic alignment of the JSNA and the CYPP is needed.

# Needs analysis

- Data for a needs analysis will include:
  - National statistics such as demographic data and risk factors
  - Local data collected by Children's Trust partners, e.g. PCT, LA, Schools, Housing, private providers
  - Engagement with service users, carers and professionals, e.g. common assessment framework



# Research and best practice (what works?)

- How is research and best practice evidence currently used by your organisation to inform your commissioning intentions?
- Sources:
  - Think Research  
[www.cabinetoffice.gov.uk/social\\_exclusion\\_task\\_force/think\\_research.aspx](http://www.cabinetoffice.gov.uk/social_exclusion_task_force/think_research.aspx)
  - C4EO [www.c4eo.org.uk](http://www.c4eo.org.uk)
  - IPC <http://ipc.brookes.ac.uk/>
  - Data sources for commissioners of children, young people and maternity services  
[www.dcsf.gov.uk/everychildmatters/resources-and-practice/IG00142/](http://www.dcsf.gov.uk/everychildmatters/resources-and-practice/IG00142/)

# Limitations and challenges of needs analysis

- Nothing can ever be accurately predicted.
- Can highlight trends and identify particular issues but cannot alone tell you the reasons for them.
- Usefulness of the data and research depends on its robustness.
- Often hard to get engagement and data from all key stakeholders.
- Information can vary depending on the time when it was collected.

# Needs analysis approach

- Define strategic vision and outcomes.
- Define known problem areas that will need attention and testing through the analysis (strategic service hypotheses).
- Test the hypotheses in the work on the analysis. What is the rationale and evidence for them?
- Work through and gain consensus on the implications of addressing these issues.
- Give time to think through and respond to each stage of the process.
- Turn the recommendations into detailed plans.

# A hypothesis is....

“an assumption as the basis of reasoning”

# Example hypothesis

- Scenario

Social services, education and primary care having difficulty accessing local NHS tier 3 CAMHS due to long waiting lists.

- Hypothesis

A new early intervention team offering advice and support to front line workers will reduce the number of tier 3 specialist services.

# Exercise

- Identify a population for whom you think commissioning arrangements could be improved or developed.
- In relation to this population, what do you want the JSNA and/or other needs analysis activities to focus on?
- What are the key issues/hypothesis for this population that require “testing” - why are these important?
- Do you have the range of information required to deliver this, if not what is missing and what are the priorities?