



A very short guide to commissioning

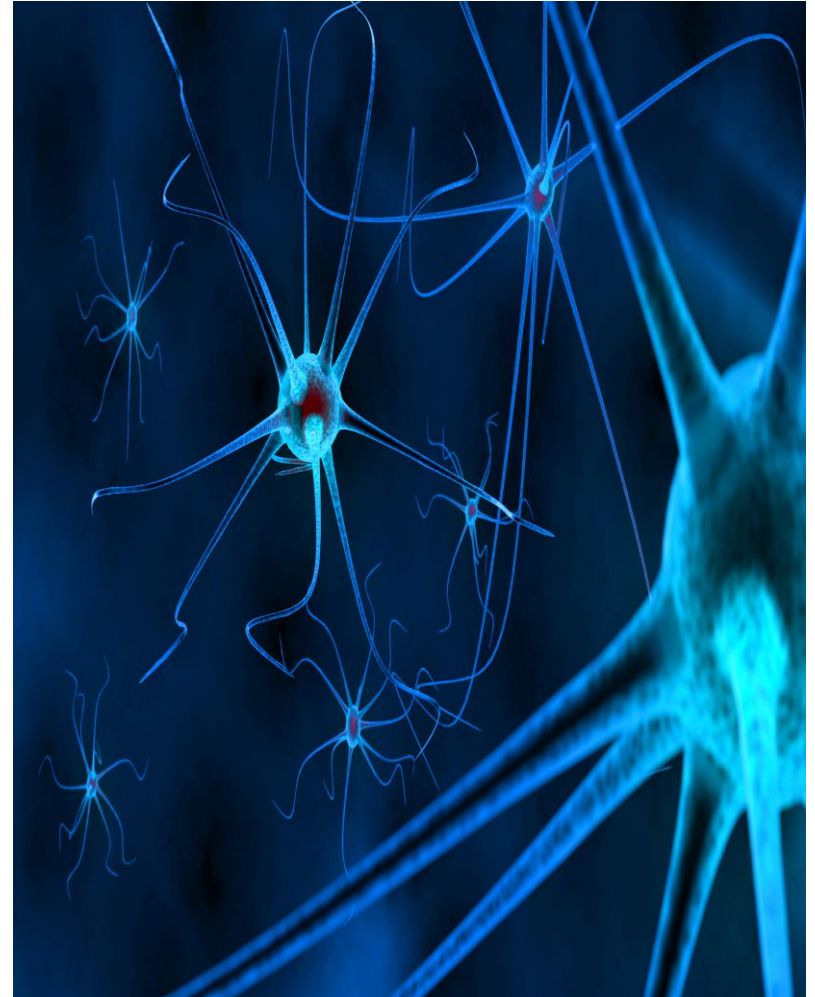
28th March 2018

Today

- About commissioning and how it fits
- How we got here
- What's happening now
- The characteristics of good commissioning
- Good practice in homelessness commissioning

About our programme

- Jointly funded
- Improving commissioning and procurement practice
- Exploring alternatives to our current practice



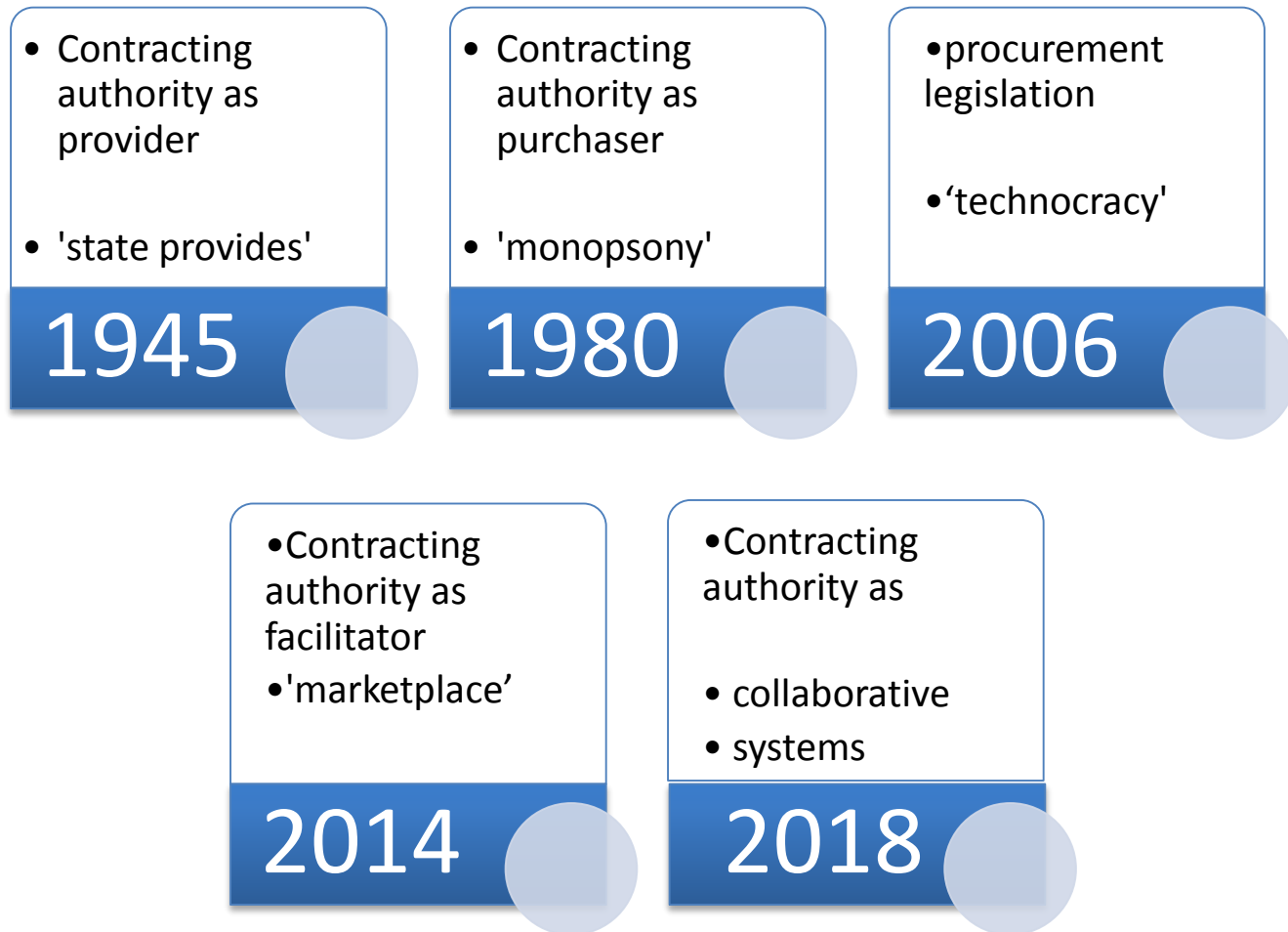
Discussion 1: about commissioning

Turn to the person next to you

- Take 10 minutes to discuss the definitions of commissioning on your handout.



A brief history of public sector markets



National picture

- Disconnection, linearity
- 2 stage competitive tenders
- Increasing use of price- capping and/or partial payment
- Contract specification

**As budgets are reducing
control is increasing**



Information from procurement feeds in to the analysis stage of commissioning

Commissioning priorities drive the procurement option selected

Procurement Strategies align with Strategic Commissioning Plans



Contract monitoring and learning about the effects of contract clauses feeds back to procurement



Contract codifies the purchaser-provider relationship



Commissioning- good leaders



A psychologically informed approach...

“... is one that takes into account the psychological makeup – the thinking, emotions, personalities and past experience - of its participants in the way that it operates.”

Discussion 2

What kind of commissioning do you need to support the design, development and delivery of psychologically informed services?

- what values?
- what processes?
- Who needs to be involved?



Feedback

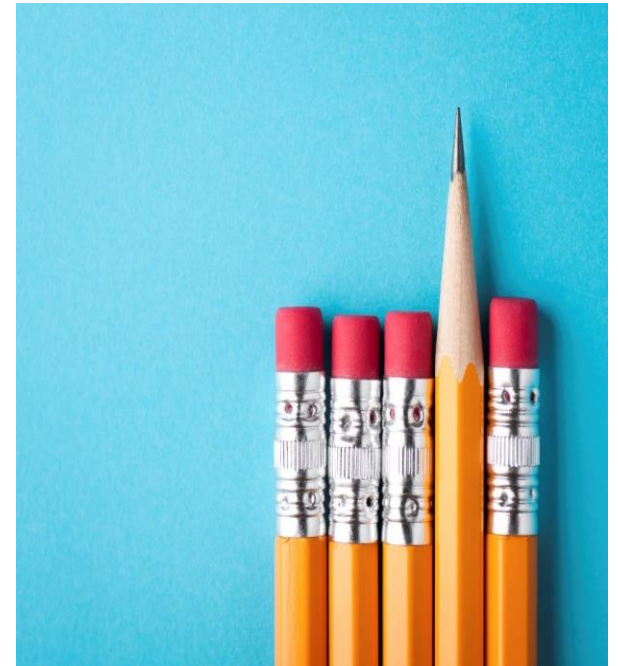


Doing better with the status quo

- Low barrier
- Priced right
- Outcomes/problem solving based.
- Proper timescales
- Supplier engagement
- Specification not too tight
- No de-risking!

Doing something radical

- Structures and behaviours that promote and reward collaborative behaviours.
 - City Ambition Network
 - Glasgow Alliance to End Homelessness

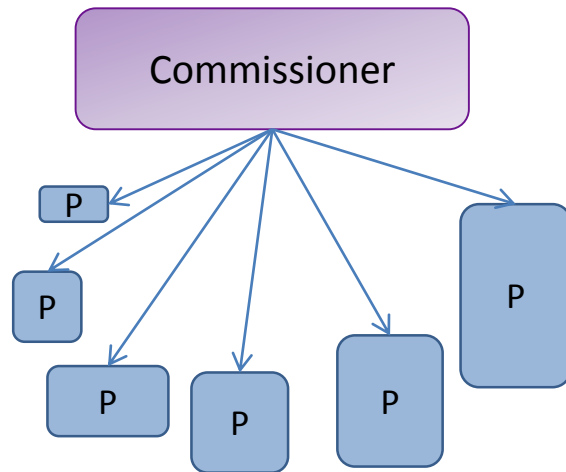


Alliancing in a nutshell

- A **vehicle to share** risks, responsibilities and opportunities
- A **way of working** based on alignment around the outcomes and commitment to the principles and behaviours
- Not a legal entity; **participants retain own identity and internal controls**

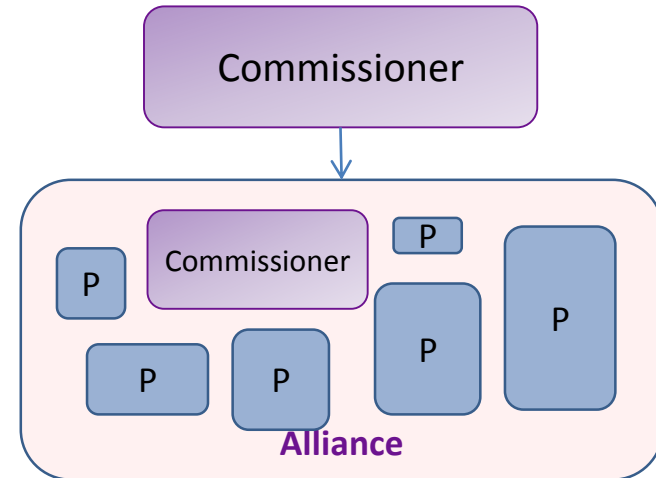
A different structure

Traditional contract



- Separate contracts with each party
- Separate drivers for each party
- Performance individually judged
- Commissioner is the co-ordinator
- Provision made for dispute
- Contracts based on tight specification
- Change not easily accommodated

Alliance



- One Agreement, one performance framework
- Aligned objectives and shared risks
- Success judged on overall performance
- Shared co-ordination, collective accountability
- Expectation of trust
- Agreement describes outcomes
- Change and innovation in delivery are expected

Thank you!

Thankyou for your time and attention today.

If you'd like to talk to us about all things commissioning and procurement contact us!

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