

A better way to buy SOCIAL CARE

One-day IMPROVEMENT workshop



Aims

Focussing on the acquisition elements of social care planning and execution, this practical, interactive workshop is designed to equip participants from local authorities or primary care trusts with the commercial skills to make the most of the market

The programme enables participants not only to explore different ways to link procurement and commissioning and enhance the entire contracting process; but also develop a range of skills geared to identifying and delivering best value outcomes

What participants say about the course...

*"A very useful course"
"This course has certainly given me an insight into the commissioning model"
"I enjoyed the day"*

Who should attend

Social Care Commissioning managers & staff
Social Care Contracting managers & staff
Brokerage staff
Social workers & care managers
Corporate Procurement managers & staff

Course programme

We can tailor a specific programme to meet your particular needs, drawing on some or all of the following elements...

- Where are we now... an exploration of spend, contracting 'style' and links between commissioning and procurement
 - Care package assessment and the specification
 - Provider relationships and the benefits of forums
 - Provider quality
 - Price versus cost and using a benchmarking/price *tool*
- Skills, resources and the *advocacy-audit-acquisition* model
 - Negotiation - how to manage the market
 - Some thoughts on collaboration
 - Dealing with the third sector

The workshop is designed for ten to fifteen participants either from a single authority or a group of neighbouring councils and/or primary care agencies

Workshop leader

With more than thirty years experience in procurement, **David Hewitt** has worked extensively in the public-sector and in social care procurement in particular. He provides ongoing consultancy to several county councils; has led projects to negotiate or market test in-house and external care services and has worked with buying consortia establishing common contracting models - implemented across organisational boundaries - to deliver smarter services and lower costs

About PSL Consulting

PSL Consulting specialises in procurement and the supply-chain. Since 1994 our consulting team has been defining, developing and delivering strategic, operational and category-related solutions and services to private and public-sector organisations throughout the UK.

Our integrated and holistic solutions and services include...

- **health checks** designed to unlock improvements in strategy or operations
 - **best-value** services to help you take procurement forward
- discrete **category** support projects or a broad strategic sourcing analysis...
...including hands-on **negotiation** of specific contracts with your providers
 - our **active consultant** tool to improve in-house client relationships
- **options analysis** ranging from simple make-or-buy through to full market testing
 - advice on interpretation of **EU/WTO** rules & guidelines
 - commercial **risk** assessment & management
- senior **interims** with the skills & experience to make an immediate impact
- **completed-staff-work** training to sharpen up communications & decision-making
 - a practical one-day **improvement** workshop: '**Contract Management**'
 - our unique **social care price & benchmarking software tool**

We have no standard approach. Instead we adapt our ideas and solutions to meet your organisational and professional procurement needs. Our value comes not just from the accumulated skills and expertise of our practitioners but also from our long and successful track record with a **wide range of clients** including...

- Bournemouth Borough Council
- Buckinghamshire County Council
- City of Bradford Metropolitan District Council
 - Communities Scotland
 - Cornwall County Council
 - Devon County Council
- Kirklees Metropolitan Council
- London Borough of Hillingdon
- London Borough of Tower Hamlets
 - London Bus Services Limited
- Reigate & Banstead Borough Council

Your Partner in Procurement



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