

The PSL Social Care Price & Benchmarking Software Tool



Councils are exercising too little control and influence over the market for residential care services. This was the stark conclusion of our report on social care buying in more than fifty local authorities, Care Trusts and PCTs throughout the UK

Control and influence comes with information. Drawing on our work with several councils we have developed a **price & benchmarking tool** that seeks to challenge this control and influence by requiring care homes to provide more detailed price data

Most authorities are generally contracting with care homes, whether *block* or *spot*, by using single, fixed prices. Our tool breaks down these single, fixed prices into manageable, measurable elements that are matched to care package specifications

ABOUT THE TOOL...

The tool comprises the six key elements that make up a typical care package price and a 'definition of need' based on the Residential Forum criteria to create a menu:

Price elements based on the **care package** itself

Needs definitions based on **CSCI & Residential Forum** guidelines

PRICE ELEMENT >		Accommodation	Shared Client Support	Transition	One-to-one Support	Specialist support	Life Skills Development
v DEFINITION OF NEED							
High							
Moderate							
Low							

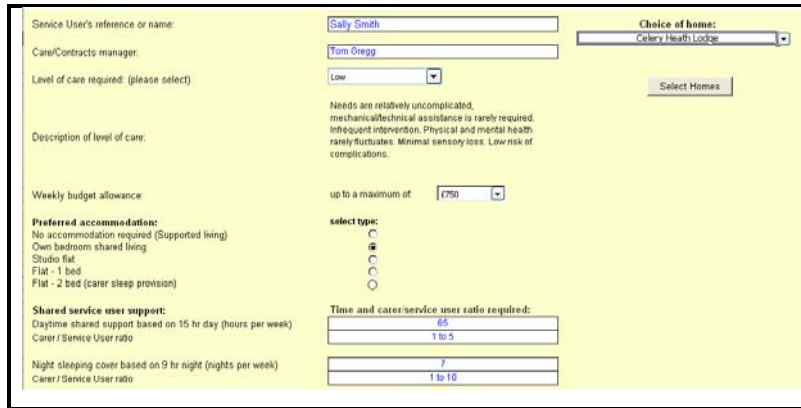
HOW DOES IT WORK?

We imagine that you will primarily want to use it as a price model around which to establish a picture of care homes rates - for your organisation

You begin by inviting all your care homes to submit 'standard' rates for each element, in order to create the database 'menu'

Now the Care Manager, or Brokerage team, can create care order specifications using the same tool...

This is the **ABOUT SERVICE-USER** worksheet in which all the data for the client is input and the core specification created. It records client needs and creates the 'platform' on which the home prepares its price.



Draw up a shortlist of suitable providers...

This is the **HOME FEES** worksheet in which all the data for the shortlisted home is presented... including the vital benchmarking data that demonstrates how 'competitive' the provider is for each price element.

Celery Heath Lodge		Sally Smith	Low	Comparison figures			
Service User name / assessment level		Moderate			min	max	median
Celery Heath Lodge is able to cater for up to:		Home	Service User	Cost per week			
				£			
1. Accommodation cost: £ per week							
No accommodation required							
Own bedroom shared living		£450.00	1	£450.00	£235.00	£950.00	£417.00
Studio flat							
Flat - 1 bed							
Flat - 2 bed (carer sleep provision)							
Extra supplement							
2. Shared Service User Support:							
Daytime shared support based on 15 hr day (£ per hr)		£2.75	65	£178.75	£1.60	£11.50	£3.36
Carer / service user ratio		2 to 6	1 to 5				
Sleeping cover based on 9 hour night (£ per night)		£3.20	7	£22.40	£1.38	£50.00	£8.00
Carer / service user ratio		1 to 6	1 to 10				
Night waking cover based on 9 hour night (£ per night)							
Carer / service user ratio							
3. Transition							
Extra per week for initial settling into new accommodation		£88.00	yes	£88.00	£20.00	£500.00	£96.11
4. Specialist Support: (extra £'s per hour)							
Specialist conditions defined:		Autism, Epilepsy, Challenging	Autism & EPILEPSY				

And negotiate an outcome...

This is the **NEGOTIATION** worksheet in which the original specification and menu prices for the shortlisted home are carried across for final discussion with the provider.

Celery Heath Lodge		Sally Smith	Low	Reset Page	
Service User name / assessment level		Moderate			
Celery Heath Lodge is able to cater for up to:		Original specification		Negotiated Specification	
		Home	Service User	Home	Service User
		Cost per week		£	
		£		£	
1. Accommodation cost: £ per week					
No accommodation required					
Own bedroom shared living		£450.00	1	£448.00	1
Studio flat					
Flat - 1 bed					
Flat - 2 bed (carer sleep provision)					
Extra supplement					
2. Shared Service User Support:					
Daytime shared support based on 15 hr day (£ per hr)		£2.75	65	£2.75	65
Carer / client ratio		2 to 6	1 to 5	2 to 6	1 to 5
Sleeping cover based on 9 hour night (£ per night)		£3.20	7	£3.10	7
Carer / client ratio		1 to 6	1 to 10	1 to 6	1 to 10
Night waking cover based on 9 hour night (£ per night)					
Carer / client ratio					
3. Transition					
Extra per week for initial settling into new accommodation		£88.00	yes	£88.00	yes

You can use the tool in **collaboration** with neighbouring authorities to create a broader benchmark database.

WHAT DO YOU GET?

A benchmark that establishes **best value** with those providers you want to deal with

'real'
output

Our price tool gives you a real, individualised price benchmark from a real provider for real service users, rather than a 'whole-home' view of costs that might only be applicable to an 'average' service-user
Our **unique** tool provides you with a simple, structured approach to contracting and a clear, **concise analysis of pricing** outcomes

BENEFITS...

- **simple** to use
- focussed on **price** rather than cost, so making it **easy** to collect provider data
 - supportive to **long-term relationships** with providers
- already built, yet with the **flexibility** to incorporate additional, specific sub-elements
 - linkable with other councils to enable **collaboration**

HOW CAN WE SUPPORT YOU?

As procurement experts we can provide the core software spreadsheet tool as well as other services to enhance your use of the tool...

- **Collect**, analyse and input **price data** so you kick-off with a fully populated DB
- **Train** your people to use the tool and in **world-class commissioning** skills
 - Manage hands-on **negotiations**
- Wider advice on **best-value** to help you take procurement forward...

We can also manage the actual negotiations with care suppliers and provide advisory support, perhaps to wider aspects of the social acquisition process

Often applied as a user-friendly 'front-end' to more complex cost models our simple, practical tool has been bought by more than **ten councils**

And it was recognised in the 2007 **excellence in public procurement** awards



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