

Appendix 3 – Summary of findings from market testing

Procurement asked the market about the proposed public health development in a range of ways. This included;

- Formally promoting a series of questions to the marketplace to explore their thoughts on Public Health's commissioning intentions.
- Speaking to neighbouring County Councils to hear their approach and experience
- Speaking to current providers about what they can offer
- Proactively speaking to the market

This proactive approach has helped Public Health to develop the scope and model for their services.

Procurement approached the market to explore their capacity to deliver the Integrated Wellbeing Service. We were keen to find out the following;

- if providers have the technical and professional ability to deliver an Integrated Wellbeing Service, which would allow for a robust competitive procurement process to take place.
- if the proposed model be attractive to Small and Medium Enterprises and the Voluntary Sector.

There were eight Responders who stated that they currently deliver an integrated behaviour/ lifestyle change service.

It was accepted that depending on the scope of Nottinghamshire's Integrated Wellbeing Service there appears, taking their responses at face value and without any challenge or validation, to be at least four of the responders who have the technical and professional ability to deliver a service covering at least the following services: Weight Management, Smoking Cessation and Physical Activity. From observation of OJEU Contract Award Notices since 2015 there are also other Providers who offer a range of Wellbeing Services in scope who did not respond to the Soft Market Testing. Through the competitive dialogue process the scope of the Service can initially involve other services and can be refined to allow effective competition.

An Integrated Wellbeing Service model may suggest a single Provider commissioned to provide all services in scope. This may well prevent smaller organisations (specialists) from bidding in their own right. The Soft Market Testing explored the advantages and disadvantages to this. Responders stated that they have a community development element to their service with engagement with the Voluntary sector. Sub-Contracting is mentioned where local third sector partners are engaged. Procurement received comments relating to creating a 'ring-fencing proportion of budget for third-sector specialists' as part of the Integrated Service. This seems to be a viable option that could be further explored during the competitive dialogue process.

There was a strong focus on the digital or virtual offer (web based systems or telephone support) in other areas and within the market place. This focus allows the number of people seen/worked with to increase but there may be other implications for groups who may like to or have the ability or capacity to use such methods of communication.

Procurement found that there were different offers and approaches available to set up and deliver the service. Two neighbouring areas were bringing services in house to increase their control over and the reach of their behaviour change services. The services were focusing on providing a gateway to a range of public health and wider support services to increase the community capacity.