

11 January 2021

Agenda Item: 7

REPORT OF THE CORPORATE DIRECTOR, ADULT SOCIAL CARE AND HEALTH

UPDATE ON PROGRESS OF PROCUREMENT OF A NEW FRAMEWORK AGREEMENT FOR EQUIPMENT BASED MAJOR ADAPTATIONS IN PEOPLE'S HOMES

Purpose of the Report

1. This report is to update Committee on the progress of the procurement of a Single Provider Framework Agreement for equipment based major adaptation solutions in people's homes.

Information

2. In December 2019, Committee approved the tender and award of a new Single Provider Framework Agreement for a period of four years for equipment based major adaptations in people's homes.
3. In addition, Committee also approved for the Framework Agreement to be made available to each of the seven District and Borough Councils in Nottinghamshire to utilise as public bodies, using Disabled Facilities Grant (DFG) funding.
4. Due to the Covid pandemic and subsequent departmental response, the planned procurement timetable was significantly delayed.
5. Soft market testing, conducted in January 2020, indicated that combining the range of equipment based solutions used for DFG (e.g. vertical lifts, modular ramps, wash dry toilets) might exclude manufacturers, limiting bids to suppliers only; this would have impacted negatively on value for money.
6. By far the most common equipment purchased using DFG was stairlifts, so this procurement for a Framework Agreement was limited to just stairlifts, with a strong focus on a cost effective recycling model that would have a positive financial and environmental impact.
7. Stannah stairlifts is the successful company, based in the UK with a maintenance and repair depot in Mansfield, Nottinghamshire. Their bid represented the most economically advantageous. The Official Journal of the European Union (OJEU) Award Notice was published in October 2020, stating that 10 bids were received.

8. The County Procurement Team has established an Access Guide for the seven District Councils and Nottingham City Council to use; there is no cost for interested parties to use the Framework Agreement.
9. There is an expression of interest process to use the Framework Agreement, with no obligation to purchase from it. Interested parties are sent the pricing structure, order form and can set up invoicing direct with Stannah.
10. County Procurement will manage the Framework Agreement, ensuring key performance indicators are maintained and liaising with District and Borough Councils. There is a 1% rebate value of sales, charged by the County Council to Stannah for managing the Framework Agreement and to contribute to the costs of the tender process.
11. The process for occupational therapy assessment and requesting consultant survey visits remains the same. The occupational therapist will no longer be required to do multiple visits with company representatives for quotes, saving their valuable time resource.
12. To date, all District and Borough Councils in Nottinghamshire have expressed an interest in using the Framework, including Nottingham City.
13. The savings illustrated below are based on 2018-19 installations across the seven Nottinghamshire districts.

Adaptation type	Single item Previous cost	Single item New cost	Number 2018-19	Previous costs 2018-19	New costs 2020
Straight stairlifts	£1,743	£1,169	84	£146,412	£98,196
Curved stairlifts	£4,027	£3,541	62	£249,674	£219,542
Refurb straight stairlift	-	£595	-	-	-
Refurb curved stairlift	-	£2,395	-	-	-
Totals stairlift	-	-	146	£396,086	£317,738
Warranty per year	£116	£100	146 x 3 years	£51,100	£43,800
Total stairlift +warranty	-	-	-	£447,186	£361,538
Savings					(Stairlift) £78,348 + (Warranty) £7,300 =£85,648

14. The pricing schedule of the Single Provider Framework for stairlifts exceeds the anticipated savings of £67,624 predicted in the report to Committee in December 2019. A county wide saving of **£85,648** per year for the cost of new stairlifts (plus additional three year warranty) is now predicted.

15. The recycled stairlift model that includes the removal and resite of stairlifts from all Districts and Boroughs, less than five years old and in good working order, reduces the costs further once a countywide stock of Council stairlifts is established.
16. Assuming, that over a 10-year period enough Council stock is available to resite 50% of the 84 straight stairlifts installed each year, 42 installations would cost £24,990 rather than £49,098, a further saving of **£24,108** per year.
17. It is anticipated that the savings will grow year on year using a recycled stairlift model and environmental impact will reduce.
18. There is a willingness to pursue procurement of other Single Provider Frameworks, for less often purchased equipment based solutions funded by the DFG, if the savings are likely to outweigh the cost of procurement and the management of the Framework Agreement.

Other Options Considered

19. This is an update report and no other options have been considered.

Reason/s for Recommendation/s

20. The report provides an opportunity for the Committee to consider any further actions arising from the information contained within the report.

Statutory and Policy Implications

21. This report has been compiled after consideration of implications in respect of crime and disorder, data protection and information governance, finance, human resources, human rights, the NHS Constitution (public health services), the public sector equality duty, safeguarding of children and adults at risk, service users, smarter working, sustainability and the environment and where such implications are material they are described below. Appropriate consultation has been undertaken and advice sought on these issues as required.

Data Protection and Information Governance

22. A summary Data Protection Impact Assessment is in place.

Financial Implications

23. The single Provider Framework Agreement that has been procured will save the Council and District and Borough Council partners money, with an estimated **£85,648** more Disabled Facilities Grant being available each year for other environmental adaptations that can prevent the need for care and support.
24. The cost and financial benefit of the work is to the Disabled Facilities Grant. Benefit to the Council will be to efficiency within Occupational Therapy roles and an improved experience to residents through a more efficient service. The framework has been designed to ensure there is no financial risk to the County Council.

Implications for Service Users

25. Children and adults of all ages will benefit from quality assurance and rapid response to recommendations for equipment based major adaptations.

Implications for Sustainability and the Environment

26. The Framework Agreement ensures that equipment is maintained over a five year warranty period, is recycled when cost effective to do so and does not need replacing for new equipment when viable to repair, ensuring lower impact on the environment

RECOMMENDATION/S

- 1) That Committee considers whether there any further actions it requires arising from the information contained in the report.

Melanie Brooks

Corporate Director, Adult Social Care and Health

For any enquiries about this report please contact:

Cate Bennett

Principal Occupational Therapist

T: 0115 8043310

E: cate.bennett@nottscg.gov.uk

Constitutional Comments (LW 18/12/20)

27. Adult Social Care and Public Health Committee is the appropriate body to consider the content of the report.

Financial Comments (DG 17/12/20)

28. All costs and savings for capital adaptations are contained within the Disabled Facilities Grant which for the current year is £564,000.

Background Papers and Published Documents

Except for previously published documents, which will be available elsewhere, the documents listed here will be available for inspection in accordance with Section 100D of the Local Government Act 1972.

[Procurement of a new framework agreement for equipment based major adaptations in people's homes – report to Adult Social Care and Public Health Committee on 9th December 2019.](#)

Electoral Division(s) and Member(s) Affected

All.

ASCPH741 final