

Registered Managers meeting

Block Beds

Adult Residential, Nursing and Dementia Care
Placement Services for older people (65+)

16th May 2019

Agenda for the Day

1. Welcome and Introduction
2. Background
3. Outline the commissioning / procurement approach
4. Soft Market Testing Exercise (the "SMTE")
5. How to submit your response using the Council's e-Sourcing procurement portal:
SourceDogg
6. Next steps
7. Questions / Answers

2. Background

Peterborough City Council Providing Adult Social Care Services since April 2012.

Currently the Council purchases nursing beds and residential beds, which includes provision for people with dementia, on a spot purchase basis, and the cost for each placement is negotiated on an individual basis in accordance to the indicative rate guide price.

3. Commissioning / Procurement Approach

In order to ensure both capacity and flexibility, the Council is keen to have a mixed economy of spot and block purchase arrangements in place.

The option to expand the offer to a block contract reflects the need to maintain capacity of residential, nursing and dementia care placement, and to ensure best value in commissioning this provision. It is envisaged that the proposed arrangement will yield efficiencies in commissioning costs by securing a reduced purchasing rate per placement through a block contract as compared to existing spot placement rates.

4. Soft Market Testing Exercise (the “SMTE”)

The aim of this Soft Market Testing Exercise (the “SMTE”) is to engage with suppliers in informal discussions related to the above and to;

- Understand the optimum way of packaging services to facilitate bids from a wide cross section of the supply market, including charities, social enterprises and Small and Medium Enterprises (SME’s) and new entrants to the market
- Deliver Value for Money to the Council and reduce cost. The Council needs solutions that reduce costs but that also deliver quality of service.
- To assist the Council to develop appropriate procurement documentation
- See whether the market has experience of being involved in and delivering similar projects.

4. SMTE







The council is keen to discuss your approach to block bed arrangement and the commercial agreement with customer






e.g.

A 'block contract' is where the Council pre-purchases a fixed number of beds to guarantee a minimum level of availability in a given locality. The provider is guaranteed payment for these beds whether they are used or not in return the Council is able to secure more competitive rates.

5. Accessing the Soft market test

The screenshot shows the Peterborough City Council website at the URL <https://www.peterborough.gov.uk/business/supplying-the-council/>. The page features a navigation menu with 'Residents', 'Business', 'Council', and 'Health and Social Care'. A search bar is present, and the breadcrumb trail reads 'You are here: Home > Business > Supplying the council'. The main heading is 'Supplying the council'.

-  Business rates
view more
-  Business waste
view more
-  Commercial information
view more
-  Environmental health
view more
-  Invest in Peterborough
view more
-  Licences and permits
view more

- Supplying the council**
-  Supply opportunities
view more
-  Procurement documents
view more
-  Invoices and payments
view more
-  Supplier registration and login
view more
-  Contact procurement
view more



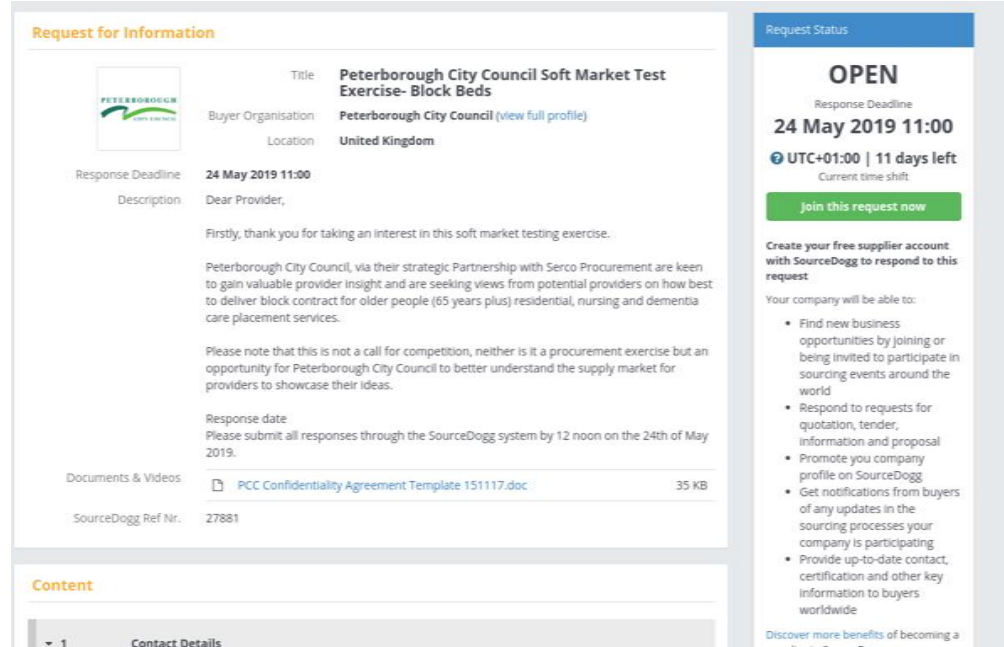
5. Accessing SMT Documents

In the Notice there will be a link to the Council's e-procurement portal, SourceDogg, that will take you to the Soft Market Test.


(<https://secure.sourcedogg.com/profile/57fad8bb-8f6a-4ab1-afeb-531e2ec7e009/requests/27881>)

5. How to submit your response

- You will need to click the green button on the right hand side to register into SourceDogg and register your interest to enable you to start completing your tender submission.
- There is a Live Chat helpdesk and Supplier User guides in the system.
- All submissions are required to be submitted through the SourceDogg system



Request for Information

 **Title:** Peterborough City Council Soft Market Test Exercise- Block Beds

Buyer Organisation: Peterborough City Council ([view full profile](#))

Location: United Kingdom

Response Deadline: 24 May 2019 11:00

Description: Dear Provider,

Firstly, thank you for taking an interest in this soft market testing exercise.

Peterborough City Council, via their strategic Partnership with Serco Procurement are keen to gain valuable provider insight and are seeking views from potential providers on how best to deliver block contract for older people (65 years plus) residential, nursing and dementia care placement services.

Please note that this is not a call for competition, neither is it a procurement exercise but an opportunity for Peterborough City Council to better understand the supply market for providers to showcase their ideas.

Response date:
Please submit all responses through the SourceDogg system by 12 noon on the 24th of May 2019.

Documents & Videos: [PCC Confidentiality Agreement Template 151117.doc](#) 35 KB

SourceDogg Ref Nr.: 27881

Request Status: OPEN

Response Deadline: 24 May 2019 11:00

UTC+01:00 | 11 days left
Current time shift

[Join this request now](#)

Create your free supplier account with SourceDogg to respond to this request

Your company will be able to:

- Find new business opportunities by joining or being invited to participate in sourcing events around the world
- Respond to requests for quotation, tender, information and proposal
- Promote your company profile on SourceDogg
- Get notifications from buyers of any updates in the sourcing processes your company is participating
- Provide up-to-date contact, certification and other key information to buyers worldwide

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Content

1 Contact Details

5. How to submit your response



Passwords are case sensitive

[Log In](#)

[Forgot your password?](#)



New to SourceDogg?

SourceDogg for Suppliers

- Send quotations, tenders and proposal responses or provide key information to buyer organisations worldwide.
- Browse and respond to tenders on our Public Request page.
- Populate your supplier profile and attract invitations to private requests.
- Store supply documentation and contracts in an accessible online location.

[Create Supplier Account \(Free\)](#)

SourceDogg for Buyers

SourceDogg offers the easiest-to-use procurement & business software experience globally.

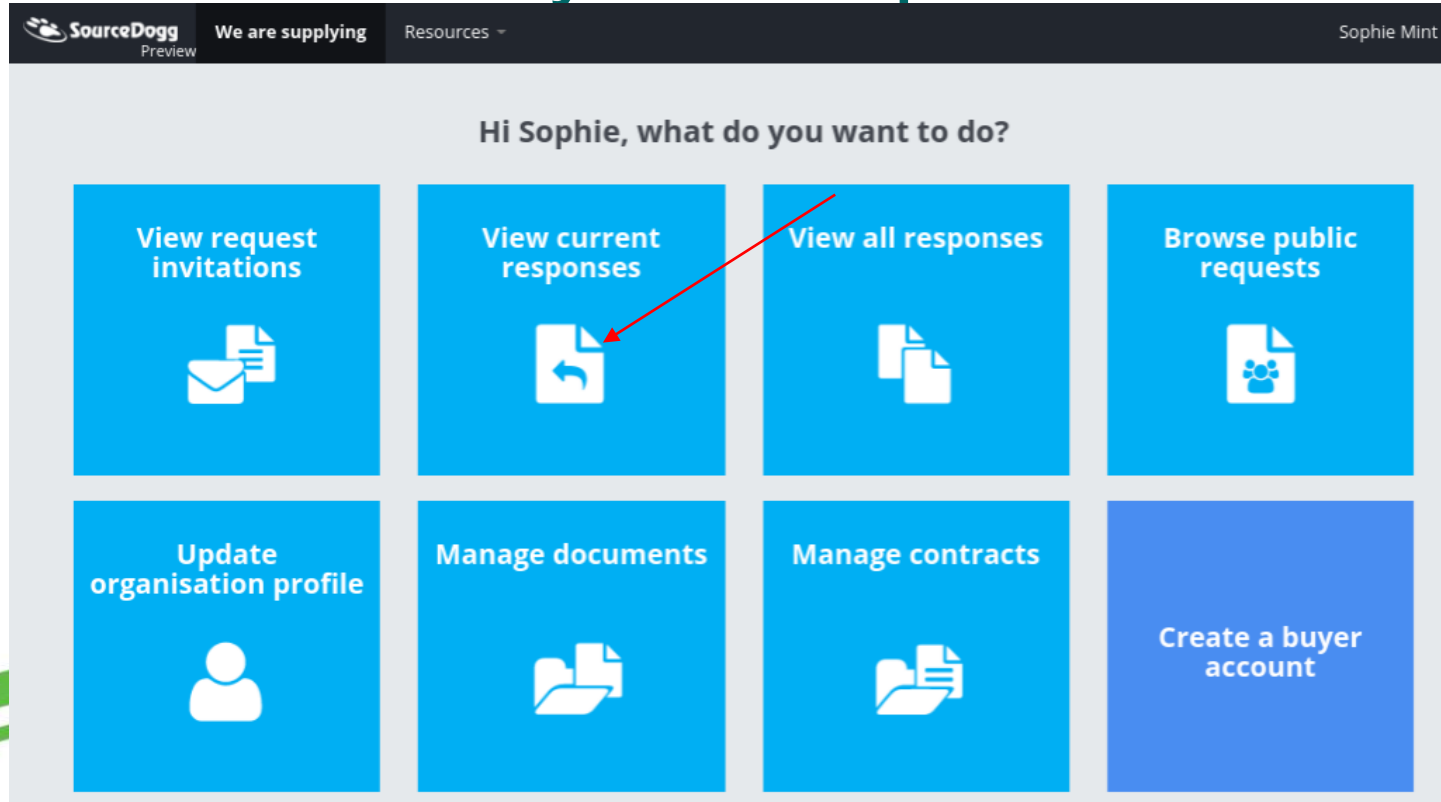
- Run eSourcing events
- Create eCatalogues
- Manage Contracts
- Monitor & manage Supplier Relationships
- Run Internal surveys
- Gather up-to-date data from key Suppliers

See how SourceDogg streamlines purchasing processes, making them easier, faster, cost effective and transparent

[Create Buyer Account \(Trial\)](#)



5. How to submit your response



SourceDogg Preview We are supplying Resources Sophie Mint

Hi Sophie, what do you want to do?

- View request invitations
- View current responses
- View all responses
- Browse public requests
- Update organisation profile
- Manage documents
- Manage contracts
- Create a buyer account

5. How to submit your response

Request for Information

	Title: Supplier Registration
Buyer Organisation: Peterborough City Council (view full profile)	Location: United Kingdom
Response Deadline: 01 Jan 2020 18:00	
Description:	<p>Welcome to Peterborough City Council's e-sourcing system. Registering on the system gives you a greater opportunity to expose your organisation to further opportunities with the Council and will enable you to change your details. It does not guarantee any solicitation.</p> <p>The information supplied within this registration will be treated as 'Confidential' and except where required by law, will not be disclosed to any third parties.</p>
SourceDogg Ref Nr.:	15822

Content

Please answer all questions below. There are 48 questions in this request.

Overview Expand all Collapse all

▼ 1 **INTRODUCTION**

As part of the registration form you will be asked to complete your Company Details, Contact Details and Primary User Details. Email alerts and actions will be sent to the email addresses you provide, so if possible it is useful to enter a general company email address in the Primary User Details section such as info@*****.co.uk. For cases where this person or inbox may be unavailable, we strongly recommended you add an Additional User so they can gain access to the site and also receive a copy of the emails.

If you believe that your company or organisation has already registered on this site but you are a new user who requires access, please contact one of the existing registered contacts and ask them to add you as a new contact. If this is not possible then contact commercialandprocurementunit@peterborough.gov.uk

▼ 2 **COMPANY DETAILS**

▼ 2.1 **Registered Company Name**
asf

▼ 2.2 **Do you have a Company Registration Number?**

YES

NO

Request Status

SUBMITTED

Response Deadline
01 Jan 2020 18:00

UTC+00:00 | a year left
Current time shift

My Response Status

- 1 DRAFT
- 2 **SUBMITTED**
Your information was submitted on 19/03/2017. Peterborough City Council will cease accepting responses and begin the evaluation process on 01/01/2020.
- 3 UNDER CONSIDERATION
- 4 DECISION
Use the Supplier Q&A to ask a question or seek clarification.

[Supplier Q&A](#)

Export

5. How to submit your response- Q&A function

Request Details Content Suppliers 10 Q&A 5 Notes

Supplier Q&A

Answer supplier questions and announce clarifications or changes to all participating suppliers.

1	BUYER	International Courier Service (Declan Folan) - 05 Nov 2015 14:30 - Remove	+ 10 receivers
<p>Here is a message to all of the Suppliers I have invited to this Request.</p> <p>NASC Template 524 KB</p> <p>Product Pricing Template 8 KB</p> <p>Terms and Conditions 2016 0 KB</p>			
2	SUPPLIER	SupplierE - 05 Nov 2015 14:42	Private
<p>Hello Buyer, this is a question I have on the content of this request.</p> <p>Post an answer</p>			
2.1	BUYER	International Courier Service (Declan Folan) - 05 Nov 2015 14:43 - Remove	Private
<p>Hello SupplierE- Here is my response. Please see the public announcement.</p>			
3	BUYER	International Courier Service (Declan Folan) - 05 Nov 2015 14:44 - Remove	+ 10 receivers
<p>There was a question regarding xyz- please see the attached document for clarification.</p> <p>Product Sepc - 181010 8 KB</p> <p>Specification Document.xlsx</p>			
4	SUPPLIER	SupplierE - 05 Nov 2015 14:44	Private
<p>Thank you very much.</p> <p>Post an answer</p>			

Request Details Content Suppliers 10 Q&A Notes

Supplier Q&A

Answer supplier questions and announce clarifications or changes to all participating suppliers.

No organisation has posted in the Supplier Q&A yet

BUYER Post an announcement

To: Click to add message receiver

Attach files

Attach any supporting documents or videos that suppliers need to view or will assist them with their response. The files will be visible to all suppliers in the 'To' box.

An announcement is an information update that you want participating suppliers to be aware of. Please help suppliers understand fully by writing clearly and concisely.

Save Post

Summary

PUBLISHED

Response Deadline
19 Nov 2015 18:00

Request Status

- DRAFT
- PENDING APPROVAL
- PUBLISHED**

The request has been published. You can continue inviting suppliers to respond, extend the response deadline at any time, and select or deselect the Public Invitation setting as required.

- UNDER CONSIDERATION
- AWARDED

Export | Close | Cancel

6. Next steps

- Deadline for submission: 24th of May 2019
- Have your say in reshaping services across Peterborough
- Opportunity to have flexible arrangement in place e.g. sell the block beds to self-funders

Any questions?



Email questions to: ewa.klimek@peterborough.gov.uk