

REPORT TO: Executive Board Sub-Committee
DATE: 12th January 2012
REPORTING OFFICER: Strategic Director for Communities
PORTFOLIO HOLDER: Health and Adults
SUBJECT: Floating Support Services Tender

1. PURPOSE OF REPORT

1.1 To seek Executive Board Sub Committee approval to award a contract to deliver floating support services to Provider A.

2. RECOMMENDED: That in accordance with Standing Order 2.11b, Executive Board Sub Committee authorise the Operational Director Commissioning & Complex Care to enter into a contract with Provider A, who through an open tender process has been assessed as being the most economically advantageous and effective organisation to deliver floating support services. The contract will be awarded for a period of 1 year with the option to extend for 1 year plus 1 year.

3. SUPPORTING INFORMATION

3.1 In September 2011 Executive Board Sub-Committee granted authority to the Strategic Director, Communities to carry out all necessary steps in relation to the open tendering and commissioning of floating support services:

- Lot 1 – BME Floating Support Service
- Lot 2 – Generic Floating Support Service
- Lot 3 – Mental Health Floating Support Service
- Lot 4 – Anti Social Behaviour Floating Support Service

3.2 The Floating Support tender opportunity was advertised via Halton's e-procurement system, Due North (The Chest) on 19th October 2011, with a closing date of 11th November 2011.

3.3 Tenders were accepted for individual or multiple lots, and providers were invited to give details of any discounts they would offer if successful in winning more than one lot.

3.4 The following submissions were received:

- Lot 1 – 1 tender
- Lot 2 - 12 tenders
- Lot 3 – 3 tenders
- Lot 4 – 2 tenders

The PQQ and tender documentation were assessed based on 60% price and 40% quality. 6 organisations were invited to presentation stage. Providers were also asked questions about key aspects of service delivery for those lots where they had been successful at tender evaluation stage.

One provider organisation declined to attend the presentation stage.

3.5 Following the presentations, the tender scores were:

Lot 1

Provider A: Tender price £36 375, scoring 93.69%

Lot 2

Provider A: Tender price £315,752, scoring 86.15%

Provider B: Tender price £271,900, scoring 90.99%

Provider C: Tender price £310,000, scoring 82.59%

Provider D: Tender price £330,609, scoring 80.6%

Lot 3

Provider A: Tender price £69,150, scoring 86.91%

Provider E: Tender price £68,680, scoring 85.79%

Lot 4

Provider A: Tender price £37,979, scoring 84.26%

Provider E: Tender price £31,884, scoring 80.22%

3.6 Provider A scored highest for Lots 1, 3 and 4, and although they are not the lowest price for lots 3 and 4 are offering the most economically advantageous tender as they are able to support more service users for each service.

3.7 For Lot 2, it is proposed to award the contract to Provider A based on the following considerations:

1. Provider A has offered a discount against Lot 2 if they are successful in winning multiple Lots, reducing the tender price to £306,329 and giving Provider A a revised score of 87.74% for this Lot.
2. The award of all four Lots to Provider A will reduce the administrative burden for Halton Borough Council with the issue of a single contract for all Lots to be issued and monitored, and a reduction in the number of payments to be made on an ongoing basis.
3. Provider A will support a minimum of an additional 10 service users at any one time, delivering an additional 93 hours per week.
4. At presentation stage, Provider A gave a commitment to the delivery of sustainable financial benefits for Halton, to be achieved through reduced management and back office running costs and the closure of one existing office base.
5. Provider A has indicated they will bring considerable added value to this service by utilising additional existing resources within their organisation, including:

- Neighbourhood Engagement Team
- Youth Engagement Team
- Health & Well Being Officer
- Tenancy Sustainment Team
- Halton Neighbourhood Team
- Financial Inclusion Team
- Communications Team
- Learning and Development Team
- BME Community Development Team
- Mental Health Advocacy Service
- Engagement Team

4.0 POLICY IMPLICATIONS

4.1 The contract is awarded in line with Halton Borough Council’s Procurement Policy and the floating support services support Halton’s Community and Homelessness Strategies.

5.0 FINANCIAL IMPLICATIONS

5.1 The tender price submitted by Provider A for each lot is within the indicative budget set for each service and the following table indicates the annual efficiencies to be achieved:

| Service | Current Contract Value | Indicative Budget | Tender Price | Efficiencies |
|-----------------------------|-------------------------------|--------------------------|---------------------|---------------------|
| Lot 1 – BME | £39,388 | £37,500 | £36,375 | £3,013 |
| Lot 2 – Generic | £362,288 | £344,200 | £306,329 | £55,959 |
| Lot 3 – Mental Health | £72,773 | £69,150 | £69,150 | £3,623 |
| Lot 4 – ASB | £41,180 | £39,150 | £37,976 | £3,204 |
| Total (per annum) | £515,629 | £490,000 | £449,830 | £65,799 |
| Total (over 3 years) | | | £1,349,490 | £197,397 |

6.0 IMPLICATIONS FOR THE COUNCIL’S PRIORITIES

6.1 Children & Young People in Halton

Floating Support services enable people to maintain their accommodation and provide a stable home environment for children and young people for whom they are responsible.

6.2 Employment, Learning & Skills in Halton

Floating support services will empower service users to access training and work opportunities.

6.3 A Healthy Halton

Floating support services promote health and well being of the people using their services.

6.4 A Safer Halton

Floating support services provide support to minimise the risk of harm across all client groups, including offenders, people with substance misuse problems and perpetrators of anti-social behaviour.

6.5 Halton's Urban Renewal

None identified.

7.0 RISK ANALYSIS

7.1 Financial risk is minimised by awarding the contract within confirmed budgets.

7.2 As part of the procurement process, Halton Borough Council has carried out a financial assessment on Provider A, and has confirmed that they are a financially viable organisation.

8.0 EQUALITY AND DIVERSITY ISSUES

8.1 Provider A will be required to demonstrate that they embrace and comply with the Equality Act, and their services will be monitored to ensure this is the case.

9.0 LIST OF BACKGROUND PAPERS UNDER SECTION 100D OF THE LOCAL GOVERNMENT ACT 1972

9.1 None.