

**Tender Opportunity: York Voluntary Sector Mental Health Forum**  
**Closing date: 12noon, Friday 15 January 2010**

**Background to the Organisation**

York Voluntary Sector Forum for Mental Health brings together over 30 organisations whose work involves improving mental health in York.

The role of the Forum is to support and promote the voluntary sector contribution to mental health services, to encourage co-operation and partnership between agencies and with statutory services, and to provide a voluntary sector perspective to local authority and NHS planning.

And in more detail:-

- To contribute towards the development of policy by undertaking some limited studies and by making reports.
- To provide a forum where best practice can be identified and shared.
- To update members on developments in mental health matters both nationally and locally.
- To nominate representatives to multi agency bodies.

**Background to the Tender**

Forum members have recognised the need to establish a vehicle capable of securing and managing contracts awarded by statutory bodies. The aim is to provide local mental health service providers with access to opportunities they would otherwise be excluded from due to their size or capacity. Our partners in the statutory sector are supportive of an initiative on these lines and have urged us to be prepared for work that is expected to be commissioned in the future, in particular, by the PCT and the City of York Council.

In response to this situation, the Forum has been exploring the various models available for establishing a consortium that would take on the horizon-scanning, bidding and contract management roles and enable large contracts to be shared out amongst smaller, local providers. Another option would be to make use of an existing consortium.

Locally, we have a Learning Consortium that has indicated that it will move into areas of work other than learning. First thoughts are that this could be an appropriate organisation to deal with larger contracts in the health and social care fields for the benefit of our members. We are prepared to consider this organisation as a vehicle for handling larger contracts but we need to look at other possible options before making a decision. However, we also need to consider how small local providers work can be helped to work together more

effectively to secure smaller and specialist contracts. We are now seeking a consultant to work with us on taking these ideas forward.

## **Requirement**

We expect the successful consultant to work with us to develop a comprehensive written analysis on how the Forum's aims and concerns in this area should be addressed. Initially, we see this work falling into two broad areas with a number of categories within each area.

The first area will look at the potential relationships between local providers and the NY Learning Consortium concerning tendering for large contracts; the following points are to be addressed:

- What is meant by large?
- How will work be sub-contracted?
- Will the tendering process be fair and transparent?
- How will NYLC gain the expertise they need to successfully horizon scan and tender for work around mental health and other health and social care topics?
- How will NYLC market and promote this new facet of their work?

We would also need to investigate any other potential ways of handling these larger contracts.

The second area concerns how the Forum could help member organisations come together more effectively to bid for smaller contracts; and whether new arrangements should be put in place for this.

Areas to be addressed in the consultancy as a whole include:-

### **Feasibility Study**

This work will build on existing research and will examine how the concerns of the Forum, described above, should be met. The work will include investigating the current and near future market in contracted services along with the ability of local third sector providers to meet that need. This work might include the production of a business case.

### **Governance and Leadership**

This will include the governance arrangements that will be required to implement any new proposals. It will probably include a draft memorandum of understanding that will take into account the values of third sector providers and the business and contractual needs of the proposed consortium.

### **Partnership formation**

This stage will cover the development of a prospectus that will be designed to gather the widest support possible within the local third sector for the new arrangements and give potential providers an opportunity to 'sign up' to the proposals.

### **Business and income generation**

This will include providing advice on how best to promote the new arrangements to take full advantage of the strengths of the third sector when tendering competitively for contracts. This stage will include work with our NHS and local authority partners to identify other funds that might be available to support the implementation of the new proposals.

### **Proposal**

Your proposal should include the following:-

- Information about you and your relevant experience
- Previous jobs / engagements and the results you achieved
- Testimonials and client lists, with contact details
- Membership of relevant organisations
- Your approach and pricing
- Reasons why we should work with you
- Your requirements or needs in terms of information from forum members
- Proposals for how you will demonstrate your progress and measurement of your effort/value

### **Potential Further Information / Resources**

- Phase One Modernisation Report
- DH World Class Commissioning Guidance
- Beatrix Maynard Report – Tackling Social Exclusion
- New Horizons – A Shared Vision for Mental Health
- VAS – Consortium Toolkit

### **Timescales**

Tenders for work should be submitted to the address below by 12pm on Friday 15<sup>th</sup> January 2010.

All work to be completed by 31<sup>st</sup> March 2010.

### **Value**

Up to £8,000

### **Further Information**

John Bettridge – Chair, York Mental Health Forum  
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David Smith – General Manager, Our Celebration  
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### **Submission**

Completed tenders can be returned via email to  
[david.smith@ourcelebration.org.uk](mailto:david.smith@ourcelebration.org.uk) or by post to

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