

Older People Residential and Nursing Update

April 2021

Procurement Services

Realising Essex's potential through our suppliers



Essex County Council

It's all thanks to you.

We now find ourselves at the other side of a Global Pandemic and with that, a time for reflection and to say a big thank you from all of us at **Essex County Council** for your exceptional support in delivering Care to our most vulnerable



Market Overview



Current OP Care Home Market

Number of homes and beds categorised as Older People

	No of homes residential without Nursing	No of homes residential with Nursing	Number of beds available
NHS Basildon and Brentwood CCG	18	8	1647
NHS Castle Point and Rochford CCG	14	6	994
NHS Mid Essex CCG	41	16	2807
NHS North East Essex CCG	55	18	2792
NHS West Essex CCG	23	16	2232
Total	151	64	10472
Grand Total	215		10472

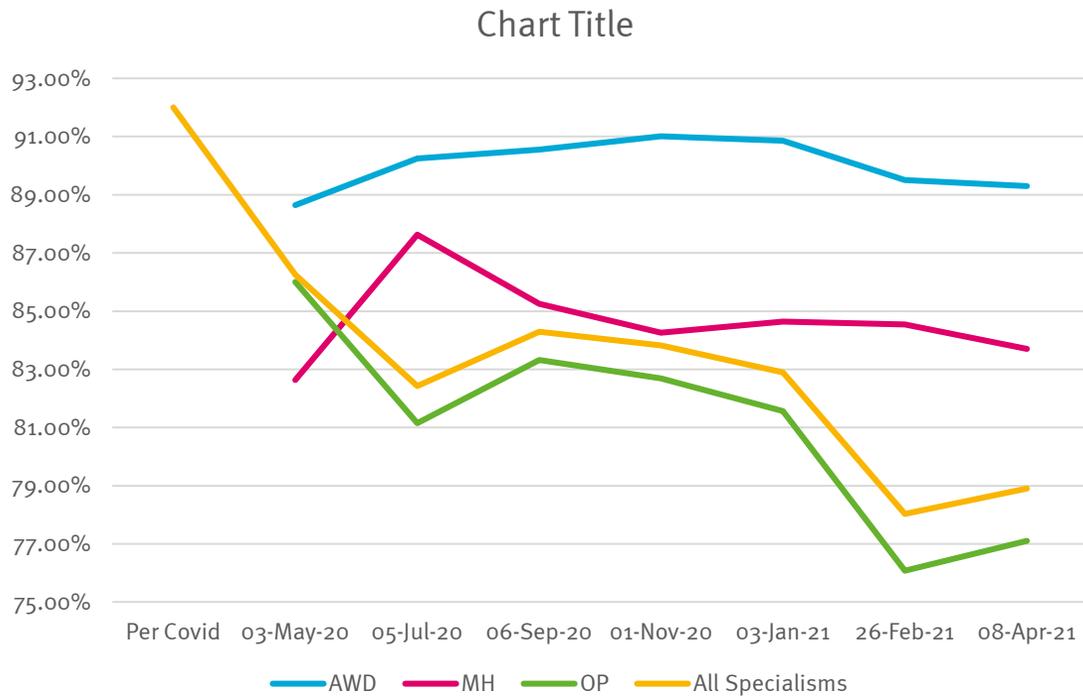
CQC rating

Our aspiration is to mainly utilise homes with a CQC overall rating of **Good** or **Outstanding** for placements.

Rating	No of homes registered as residential without Nursing	No of homes registered as residential with Nursing	% of all homes	Number of Beds	% of all beds
Outstanding	3	4	3.26%	505	4.8%
Good	117	43	74.42%	7127	68.1%
Requires improvement	23	12	16.28%	2054	19.6%
Not Yet Rated	2	2	1.86%	271	2.6%
Inadequate	6	3	4.19%	515	4.9%

Occupancy Trend – A Whole Market View

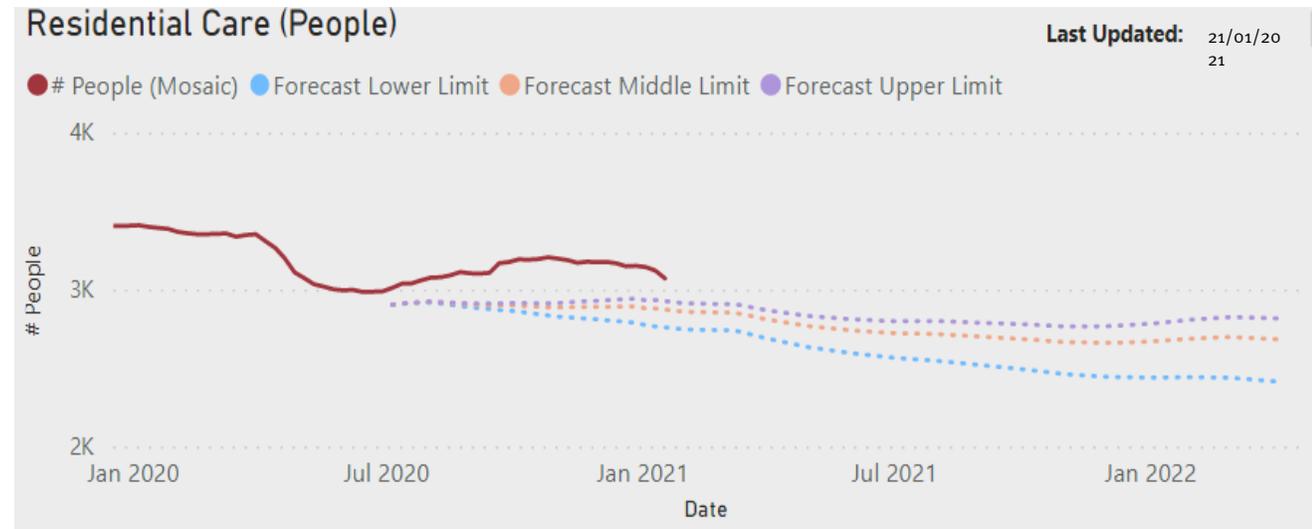
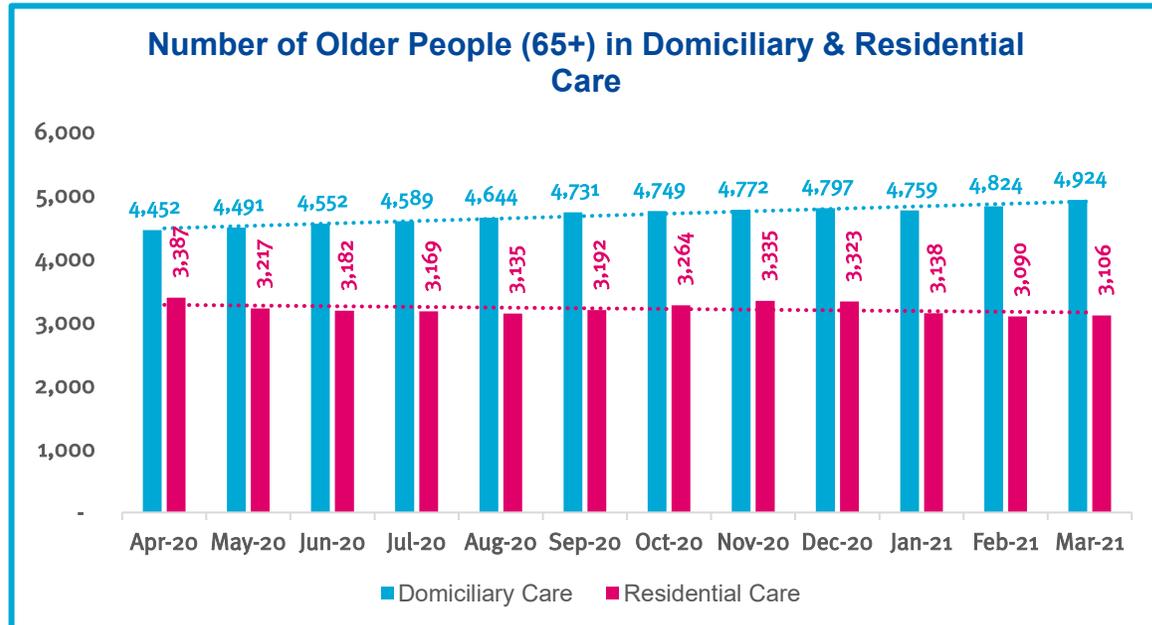
Pre COVID the estimated occupancy level was 92%, we can see there was a 10% drop during the first COVID wave and again 5% drop during the second wave



Week Ending	AWD	MH	OP	All Specialisms
Pre Covid				92.00%
03-May-20	88.64%	82.63%	86.00%	86.26%
05-Jul-20	90.25%	87.63%	81.15%	82.43%
06-Sep-20	90.55%	85.25%	83.32%	84.29%
01-Nov-20	91.01%	84.26%	82.69%	83.82%
03-Jan-21	90.86%	84.64%	81.57%	82.90%
26-Feb-21	89.50%	84.54%	76.08%	78.03%
08-Apr-21	89.30%	83.70%	77.10%	78.90%

Occupancy Trend - Placements

The trend for Adult Social Care is a reduction in admissions to residential care and an increase in numbers of people supported at home, in line with the 'home first approach'. Covid-19 has accelerated this trend.



Data source: Mosaic 01/04/2021

ECC Strategic Direction

To increase the number of ECC residential placements within contracted homes to 80%

- Since the current IRN contract went live in June 2019, 1625 of 2054* have been placed in contracted homes

Mainly place adults in Good and Outstanding homes

- Since June 2019 84% of all placements within contracted homes are good or outstanding – would be good to see the breakdown of the remaining 16%

Maintain choice for Adults

- Continue to offer three of our best value contracted homes, unless the Adult already has a preferred choice

Increase the number of nursing affordable beds available in the market

- Looking at ways we can work with the market to change their registration to nursing.
- Increase the number of affordable nursing beds available.
- Increase the number of homes that can support more complex needs, especially Dementia Nursing

‘Home first’ Approach

- ‘Home first’ is about enabling people to remain or return home wherever possible. It is driven mainly by choice of the individual and with a focus on maximising independence through the provision of high quality, integrated health and care services based in people’s homes.
- The ‘home first’ approach means that the smaller number of people entering residential and nursing care will do so later in life and with increasing levels of complexity and frailty, including with dementia and nursing needs.

Support provided to Care Homes



Types of support been made available

2020/2021

- 12 Month Underwritten Beds Scheme
- Block purchase of Residential Recovery beds
- COVID Response Fund
- Infection Control Fund 1
- Infection Control Fund 2
- Rapid Testing Fund

This year's support

- Infection Prevention Control Fund and Rapid Testing Fund
- Block Purchase of Residential and Nursing beds

Support & Engagement

- Throughout the pandemic, ECC has sent out daily provider bulletins to providers highlighting the current support schemes in place, sharing government guidelines, distributing important information and policy changes.
- Following a recruitment drive, several teams have been set up to help manage the covid relief and infection control funds while engaging with and providing claim support to providers on an individual basis.
- The procurement team have increased the number of calls they make to suppliers to check in on stability and as a response to market intelligence around covid outbreaks and declines in occupancy.
- The Provider Information Hub has also been utilised to keep providers informed and engaged on historical bulletins and upcoming events.
- Commitment to continue to engage and support the market via the locality forums

Replacement of Underwritten Beds



12-month Underwritten Beds

Background

- ECC committed to underwrite all ECC care home placements in situ as on 18th March 2020 until 31st March 2021.
- Underwrites included all OP placements, IRN and spot plus those in Thurrock and Southend.
- There was approximately 300-400 vacant underwritten beds at any one time.
- The underwrites were established to provide financial support to care homes who might lose residents, not to create capacity during the COVID period.

12 Month Underwritten Beds Replacement Approach

Policy Objectives:

- Targeted to support the viability of higher quality homes and maintain market stability
- To be a step change towards market shaping in year and going forward
- Simple, objective approach which the market will understand
- Supports partnership working between Operations, Commercial and a select number of care homes

Phase 1 (April 21 to 31 July 21)

Block provision as a call off from current IRN framework. This will be offered to all homes currently on the IRN framework that are:

- Rated '**Good**' or '**Outstanding**' by the Care Quality Commission, and
- Have a void threshold greater than **25%**, as of the 18 March 2021
- Block amounts will be up to **20%** of beds in homes with greater than **35%** vacancies and up to **10%** in those with between **25%** and **35%** vacancy

Phase 2 (August 21 to April 22):

- Undertake a mini-competition as part of the IRN Framework Refresh to secure block provision to support the ambition of achieving good quality stable supply
- Initial 8-month period with a break clause at 4 months
- Price based on IRN submitted rates, plus purchase a number of complex needs beds and pay the additional exceptional needs rate
- Encourage providers to consider services they provide and whether they would like to join the IRN Framework and/or change their offer e.g. nursing registration / weekend registered manager availability / complex dementia Upskilling staff to be able to accept higher needs (but not nursing)
- Obligations can be set to ensure that the block arrangements will support with arising system pressures, for example, timely discharge from hospital, supporting the smooth transition of residents from homes exiting the market.
- Good and outstanding only
- Other award criteria to include: scored CQC sub criteria; accepting referrals 7 days a week; same / next day placements; complex dementia/behaviour support etc.

IRN Refresh 2021



IRN Refresh 2021

- Due to COVID 19, the IRN Refresh 2020 was postponed to allow providers to focus on dealing with the pandemic. In the absence of this refresh in 2020, framework price points for existing providers taking on new placements was subject to a percentage increase.
- The IRN Refresh 2021 will go ahead but is planned to go live later than the usual annual start date of the 1st June. The refresh process commenced on the 6th April 2021 with a proposed effective go live date of the 1st August 2021.
- The IRN Refresh will allow exiting providers to submit revised pricing for new placements and also allow new providers to make a tender submission to join the IRN framework.
- ECC will be using **Proactis** to complete the process for the pricing review for existing suppliers and to allow for new providers to join the IRN framework.

IRN Refresh 2021 – What Happens Next

- Existing suppliers will be added to the appropriate opportunity on Proactis, many of whom registered last year before the refresh was postponed. You can also email the IRN mailbox (see below) if you do not have access when the listings go live.
- New suppliers should be able to find the opportunity as listed below once they are published on Proactis.
- Once you have access to the opportunity on Proactis, please access the bidder guidance documents for instruction on how to complete your submissions.
- The opportunity for both exiting and new submissions will be kept separate and listed as:
 - RFX REQ1000210 - 0916 IRN Refresh 2021 - New Suppliers
 - RFX REQ1000209 - 0916 IRN Refresh 2021 - Existing Suppliers

All queries related to the IRN refresh can be emailed to IRN.ProjectTeam@essex.gov.uk

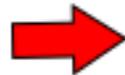
Price Point Uplift – June 1st 2021

- As a result of the COVID peak seen around January 2021, ECC have taken the decision to delay the refresh this year to allow providers to focus on the recovery from the pandemic.
- As the new pricing will not go live until the 1st August 2021 , ECC have decided to increase the current price points for new packages and raise the minimum base rates.
- From the 1st June 2021 residential care price points will increase by 2.1% and residential nursing price points will increase by 2.5%. For example, if you are currently on price point 10 for Basildon residential, from 1st June you will automatically be moved on to the uplifted price point 10 for that area and care type, until your revised pricing submission takes effect.
- Revised pricing selected via the refresh process will then take effect from the 1st August 2021. This will also be when new providers that have had a successful tender submission go live on the IRN framework.

Price Point Uplift – June 1st 2021 cont.

2020/21

District / Borough	Basildon
Rate No.	
1	£515.90
2	£524.30
3	£532.63
4	£541.03
5	£549.36
6	£557.69
7	£566.09
8	£574.42
9	£582.75
10	£591.15
11	£599.48
12	£607.88
13	£616.21
14	£624.54



2021/20

District / Borough	Basildon
Rate No.	
1	£526.75
2	£535.29
3	£543.83
4	£552.37
5	£560.91
6	£569.45
7	£577.99
8	£586.53
9	£595.07
10	£603.61
11	£612.15
12	£620.69
13	£629.23
14	£637.77

How does it work?

If you are currently on price point 10 in, for example Basildon residential, from 1st June you will automatically be moved on to the uplifted price point 10 for that area and care type, until your revised pricing submission takes effect.

Proactis – How to register your interest

All providers must be registered on this portal ahead of the publication date.

<https://supplierlive.proactisp2p.com/Account/Login>

Should you require any assistance with any system please contact Supplier Support helpdesk: <http://proactis.kayako.com/default>

Alternatively, you can email suppliersupport@proactis.com to automatically log a ticket for the <https://supplierlive.proactisp2p.com/Account/Login> system

For any critical and time sensitive issues, Supplier Support can be reached on **0330 005 0352**, however it is recommended that a ticket is logged using the above method(s) before calling so that the Team has ample time to review the issue.

Question and Answer (Slido responses)

We received one question in the Slido Q&A, which we have answered below:

Question

The 2.1% increase in 1st June, is this for ALL existing ECC residents? Or only for new placements after 1.4.21 whilst the tender process is taking place?

Answer

The current homes IRN rate will be increased by 2.1% for Residential placements and 2.5% for nursing placements. This increase for new placements made after the 1st June 2021 only.