

# Commissioning Options: Grants

Martin Johnson, Partnerships Manager



\*\*\*Terms and Conditions apply

# IW Council: A Moment Of Change

- Strategic commissioning - core activities & value.
- Outcomes – needs not designs - innovation.
- Inclusive commissioning and services.
- Services based on the capacity of communities
- LA as local leader..... and partner of choice.
- IWC Policy since 2009.....  
*“Increase the proportion of public services on the Island delivered by the voluntary, community and not for profit sector”.*

# Commissioning.....

---

---

*“...join with partners to assess the needs of people in a place, and secure appropriate change and services”.*

- (strategic) policy & needs assessment
- analyse
- develop commissioning outcomes
- planning and source
- delivery, monitoring and review.

# Changes

---

---

- Design a service and ask someone to provide it at the lowest cost, or,
  - ask people what outcomes they want, which are most important and how they could be met.
  - ask providers how they might deliver likely outcomes;
- What capacity do providers and communities have?
- What is the impact of choices on vulnerable people and groups, the community, business etc.
- Best Value Guidance Sept 2011 and Public Services (Social Enterprise and Social Value) Bill 2010-11.



# Commissioning options

---

---

- Don't source it (not a priority)
  - Apply influence (How can we sort this?)
  - Direct provision (We do it best)
  - Share and exchange (Partners!)
  - Transfer of assets (What do you need?)
  - 'Spin out' public services (Go your own way!)
  - Local/personal budgets. (You decide!)
  - Unfunded "Wholesaling" (Here if you want it)
  - Grants (How can you help us? )
  - Outcome-based contracting (How would you do this? )
  - Spec and tender (How much will this cost? )
- 
-

# Many Grant-making Powers....

---

---

- Section 19, Local Government (Miscellaneous Provisions) Act 1976
  - Section 145, Local Government Act 1972
  - Section 144, Local Government Act 1972
  - Section 142, Local Government Act 1972
  - Section 508 (2), Education Act 1996
  - Sections 13, 14, and 15, Education Act 1996  
etc.
  - *'General Power of Competence'*, Localism Bill 2010-11
- 
-

# Transparency and Accountability

---

---

- “In short, the (EU Procurement) Directive is not intended to protect the commercial sector by forcing public authorities to obtain the services which they need on the commercial market”.

*Lord Roger (Supreme Court). p68, [2011] UKSC 7.*

---

---

BOB

## A Commissioning Prospectus

An opportunity for groups, organisations and enterprises of all types to bid for grant funding

### Adult Community Weight Loss Management Service 2011-2012

PART OF THE ISLE OF WIGHT  
VOLUNTARY & COMMUNITY  
SECTOR STRATEGY



## ReSource

### Leisure, Recreation and Parks Services: Safe Beaches

An Opportunity for groups, organisations and enterprises of all types to bid for grant funding

ReSource is part of a programme to ensure access to funding by voluntary organisations and small businesses





# The Prospectus Approach

---

---

- *Outcomes*. Scaleable, street-level, divisible. Plain English.
  - Inclusive. Funding Agreement. Compact and EIA compliant.
  - Intelligent Reporting and a focus on those outcomes
  - Prospectuses ask potential providers:
    - ◆ *How will you meet our outcomes?*
    - ◆ *What will your service be like?*
    - ◆ *What resources will you need/have?*
    - ◆ *How will we know it's working?*
- 
-

# Prospectus Approach

Plain English FA template – commissioner/provider friendly.

1. Post-Panel - bids on hold (standstill).
2. Negotiate FA (Sch 1 and Sch 2) :
  - Identify issues arising from panel,
  - Consider the most rational process,
  - Refine the offer, bring bidders together,
  - Consider equality, IT, HR, legal, TUPE, compliance, Comms/PR issues.
  - Agree performance/ financial needs and ‘milestones’.
3. Sign off FA and inform all bidders



[www.eco-island.org.uk/grantmaking](http://www.eco-island.org.uk/grantmaking)

---

[www.iwight.com](http://www.iwight.com)