

Salisbury Managed Procurement Services

C1546.384 – Further Competition – National Provision of Apprenticeship Education

ST0786 Associate Continuing Healthcare Practitioner Apprenticeship

This Procurement is **ONLY** open to Providers on Salisbury's Apprenticeship Education Framework (S10353). You **MUST** have submitted a response to the March 22 Update for that Framework (Bravo ITT 32480) by 31st March 2022 to be considered for this opportunity. If you submit a response **ONLY** for this ITT, it will **NOT** be considered.



in partnership with



Salisbury Managed
Procurement Services



BSW Acute Hospital Alliance
Procurement Services

*Driving value for patient care through Collaborative Procurement, Commercial
and Supply Chain Services*

Background

Health Education England have partnered with the Managed Procurement Services team at Salisbury NHS Foundation Trust, to deliver a range of support for employers to increase their uptake of Apprenticeships following the Sainsbury education reforms. This provides a range of local, regional and national support services including the procurement of apprenticeship providers, the management of apprenticeship provider quality and engagement, and the contracting process, all of which have delivered considerable savings for employers in terms of reducing procurement cost, and also in launching a number of innovative delivery programmes for apprenticeships to support both small and large professions.

Salisbury frequently work in partnership with professional bodies, and NHS trusts, STPs / ICSs, and wider regional systems, as well as organisations such as London Councils, the Association of Directors of Social Services, the Ambulance Chief Executives Association, Public Health England, NHS Leadership Academy and NHS EI.

Salisbury NHS Foundation Trust are therefore a Contracting Authority within the meaning of the Public Contract Regulations 2015, and are able to make this DPS available to other public organisations listed in the relevant section of this document. Salisbury Commercial Services is a trading name of Salisbury NHS Foundation Trust for the delivery of this DPS and associated services.

This Requirement

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Please note this is not a commission of spending, and this is not an indication that any advertised value will be fulfilled by employers.

In partnership with Health Education England and employers nationally, Salisbury are conducting a further competition for the requirements listed below :

Further Competition Requirement Details	
Course Title	ST0786 Associate Continuing Healthcare Practitioner
Required Start Date	Providers to declare capability on Commercial Response tab – courses do not need to be live / validated currently
Required Location	National – may be delivered regionally, see Commercial Response tab
Procurement Note	Note – if you are selecting either a national or a multiple region capability, this must NOT be based on learners having to travel, you must be able to support learners in, or near to, their workplace.
Apprenticeship Requirement	Programmes offered and delivered by Providers must at all times be fully compliant with the Apprenticeship Standard as published by IfATE – https://www.instituteforapprenticeships.org/apprenticeship-standards/associate-continuing-healthcare-practitioner-v1-0

[This Opportunity](#)

The successful provider(s) will be able to demonstrate significant co-production of course material, and will reflect employer led needs as well as fully satisfying the requirements of the Apprenticeship Standard, including agreeing all teaching time, attendance, etc with employers rather than dictating how the Apprentice will learn.

Providers should be mindful of the wide geography of the employers, and should be able to demonstrate significant innovation in education delivery (including the use of emerging technology, VR, etc), as well as being able to demonstrate how they would support both the learners, and line managers / mentors within the learner's workplace. A key feature for the successful provider will be a willingness to work with the employers to co-produce, and in some cases co-deliver the programme.

We are inviting tenders and would welcome bids from providers who wish to work together to develop a flexible programme delivery to be carried out nationally and regionally.

[Timetable](#)

ITT opened for Providers	Tuesday 8 th March 2022
Last date for Provider questions	Monday 21 st March 2022
Close date from Providers	Friday 8th April 2022 at 12:00
Bid Scoring	w/c 11 th April 2022
Bidder Clarification Questions (if required)	To be confirmed
Confirmation of Outcome	To be confirmed

[Minimum Entry Requirements](#)

Please note the following entry requirements apply to this Procurement :

- Registration on the ESFA Register of Apprenticeship Training Providers, or evidence of a current application to ESFA,
- Must be an existing provider on Salisbury's Apprenticeship Framework (S10353) and must have submitted an update response to that ITT by 31st March 2022 at 12:00
- Where an Ofsted visit / full report has been issued, this must be Grade 1 or Grade 2 relating to apprenticeship delivery,
- Where an Ofsted Monitoring Visit / Report has been issued, this must show Significant Progress or Reasonable Progress across all reported areas, and cannot include any finding of Insufficient Progress or less for any delivery area,
- Organisations without an Ofsted visit / report may still apply but must provide evidence of learner success rates above the national average for apprenticeships (across all courses).
- Must provide within the Levy funding band, one resit per module and one resit at EPA for each learner
- Must not require additional entry criteria to that listed in the Standard

[Information for Bidders](#)

Occupation summary

This occupation is found in a wide variety of organisations that oversee health and social care services such as Clinical Commissioning Groups, social services and community healthcare services. Continuing Healthcare services provide care for over 60,000 people over the age of 18 annually across England. It is estimated that 70% are in nursing homes, and 30% have care in their own homes.

The broad purpose of the occupation is to work as part of a Continuing Healthcare team which provide packages of on-going care that are arranged and funded solely by the NHS. The Associate Continuing Healthcare Practitioner plays a key role in the assessment of individual's complex health and social care needs that have arisen as a result of disability, accident or illness, and the planning and commissioning of the services for these individuals. They also act as the first point of contact for individuals and their carers offering support, care and advice about the service and for young adults and their family who are transitioning from children's continuing care into this adult continuing healthcare service. The Associate Continuing Healthcare Practitioner may be required to work shifts including evenings and weekends.

In their daily work, an employee in this occupation interacts with the individuals and their family, friends and carers, that have been referred into the continuing healthcare service, are being assessed or are receiving packages of care. They work with nurses, social workers, doctors and other health and social care colleagues involved in planning, reviewing and delivering services provided to the individual guiding them with expert knowledge of the specialist continuing healthcare regulations. They also regularly work with finance and procurement colleagues and the service providers to ensure contracts are being delivered as agreed. They may also have contact with legal and claims companies who are representing individuals who do not agree with the outcome of the assessment process. The Associate Continuing Healthcare Practitioner will need to have good communication skills to advocate for individuals and guide them through the emotionally stressful assessment process and any dispute process. They will also be required to have a detailed knowledge of the health and social care services available for these individuals who have complex and varying needs. The Associate Continuing Healthcare Practitioner will be primarily office-based but will also visit the individual in their home, and in health and social care settings.

An employee in this occupation will be responsible for screening and assessing individuals for eligibility to continuing healthcare packages in line with the National Framework for Continuing Healthcare, related legislation and policy. To support this assessment work, they undertake analysis, interpretation and evaluation of evidence from multiple health and social care professionals caring for the individual. The Associate Continuing Healthcare Practitioner will also be responsible for managing a caseload of individuals who have been found eligible. This involves the planning and reviewing of the complex health and social care packages ensuring they continue to meet their needs. They will work autonomously, exercising judgement and work in partnership with other health and social care professionals to undertake non-routine assessments and reviews on individuals in line with the law. In most instances their work will be overseen by a registered health or social care professional such as a nurse, social worker or occupational therapist. The Associate Continuing Healthcare Practitioner will also have line management or supervisory responsibility for junior members of the team, acting as a role model, planning and managing their work.

Entry requirements

Whilst any entry requirements will be a matter for individual employers, typically an apprentice might be expected to have already had 2 years experience in a carer capacity for a health or social care provider organisation, or have worked within a Continuing Healthcare team

Please note the following conditions apply to this Competition :

1. Contracting Authority – The Contracting Authority will be the organisation(s) listed in the Requirements summary above, depending on the employing Trust for the Learner.

2. Responses and Questions – All responses, bids and questions must ONLY be submitted via the Bravo Procurement Portal operated by Salisbury NHSFT.
3. Bidders must not, under any circumstances, approach NHS organisations or other employers with questions or requesting advice during the tender period. This is to ensure all bidders have equality of opportunity. Bidders found to be doing so will be removed from the ITT concerned, and may be removed from the wider DPS or Frameworks.
4. Terms & Conditions – The successful bidder(s) will be awarded contracts under standard NHS Terms & Conditions (copy available on Bravo). Bidders' own terms or conditions will not be accepted by the Contracting Authority.
5. Award of Business – All offers on this Procurement are made in good faith and reasonable expectation, however the Contracting Authority retains the right to change indicated student numbers. The Contracting Authority retains the right to make a reduced, or no, award following the outcome of the Competition.
6. Payment for Apprenticeship Training is from the Apprenticeship Digital Account to the Provider. Salisbury NHSFT shall not be liable for any financial sums or values under any circumstances, and the Contracting Authority shall only be liable for additional student fees if agreed and included in the Commercial Schedule of the final contract.
7. Supplier Fee – There is no fee to join, or participate in further Competitions. By submitting a bid, suppliers agree to pay Salisbury NHSFT the sum of 1% (one percent) of the value of all business they are awarded following a Competition, excluding VAT. Please note this fee CANNOT be included in training course costs, and CANNOT be deducted from the training value paid from the student Digital Account. The full value of training given in the supplier's bid MUST be the value they deliver to the student. Supplier fees will be invoiced quarterly by Salisbury NHSFT following information provided by the Contracting Authority.
8. All bid responses and required information must be provided by the Close Date indicated on the Bravo portal.

Procurement Scope

The Contracting Authority expressly reserved the right (i) not to award any contract as a result of the procurement process commenced by publication of this notice; and (ii) to make whatever changes it saw fit to the content and structure of the tendering competition; and in no circumstances will the Contracting Authority be liable for any costs incurred by the candidates.

The awarding of a place on the Procurement Outcome does not mean that there is any guarantee of subsequent contracts being awarded. Any expenditure, work or effort undertaken prior to contract award is accordingly a matter solely for the commercial judgement of potential suppliers. Any orders placed under this Procurement will form a separate contract under the scope of this Framework between the supplier and the specific requesting other contracting body. The Contracting Authority and other contracting bodies utilising the Procurement shall only use electronic portals during the life of the agreement.

Any values that have been provided are only an estimate. We cannot guarantee to suppliers any business through this framework agreement.

The Procurement has been established by Salisbury NHS Foundation Trust, for use by the following bodies (and any future successors to these organisations):

The following Contracting Authorities are entitled to place Orders:

Salisbury NHS Foundation Trust and all bodies listed below :

Central Government Departments, Local Government and Public Corporations :

<https://www.gov.uk/government/organisations>

Please note Central Government departments may be subject to Government Digital Service approval before using the Framework Agreement.

Local Authorities (England and Wales)

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/791684/List_of_councils_in_England_2019.pdf

National Parks Authorities

<https://www.nationalparks.uk/about-us>

Educational Establishments in England and Wales, maintained by the Department for Education including Schools, Universities and Colleges listed :

<https://www.compare-school-performance.service.gov.uk/schools-by-type?step=default&table=schools®ion=all-england&for=secondary>

Police Forces listed by the College of Policing, plus Police Scotland and Police Service of Northern Ireland

https://www.college.police.uk/About/Copyright_Licensing/Pages/Home-Office-police-forces.aspx

Police Forces and Special Police Forces in the United Kingdom, and/or Police and Crime Commissioners (as defined by the Police Reform and Social Responsibility Act 2011) and/or the Police Authorities (as defined in the Police Act 1964, Police Act 1996, Serious Organised Crime and Police Act 2005, Police and Justice Act 2006, Police, Public Order and Criminal Justice (Scotland) Act 2006), and other relevant legislation for the constituent parts of the United Kingdom, for their respective rights and interests

Fire and Rescue Services in the United Kingdom

<http://www.fireservice.co.uk/information/ukfrs>

<http://www.nifrs.org/areas-districts/>

<http://www.firescotland.gov.uk/your-area.aspx>

NHS Bodies England

<http://www.nhs.uk/ServiceDirectories/Pages/AcuteTrustListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/CCGListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/MentalHealthTrustListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/CareTrustListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/AreaTeamListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/SpecialHealthAuthorityListing.aspx>

<http://www.nhs.uk/ServiceDirectories/Pages/OtherListing.aspx>

Hospices in the UK

<https://www.hospiceuk.org/about-hospice-care/find-a-hospice?gclid=CPLU3cD7zdECFdaRGwodNeoDyw>

Registered Social Landlords (Housing Associations)

<https://www.gov.uk/government/publications/current-registered-providers-of-social-housing>

Third Sector and Charities in the United Kingdom

<http://www.charitycommission.gov.uk/find-charities/>

<http://www.oscr.org.uk/search-charity-register/>

<http://www.charitycommissionni.org.uk/charity-search/>

Citizens Advice in the United Kingdom

<http://www.citizensadvice.org.uk/index/getadvice.htm>

www.cas.org.uk

<http://www.citizensadvice.co.uk/>

Any corporation established, or a group of individuals appointed to act together, for the specific purpose of meeting needs in the general interest, not having an industrial or commercial character, and (i) financed wholly or mainly by another contracting authority listed above in this section of this Framework Agreement;

(ii) subject to management supervision by another contracting authority listed above in this section of this Framework Agreement; or

(iii) more than half of the board of directors or members of which, or, in the case of a group of individuals, more than half of those individuals, are appointed by another contracting authority listed above in this section of this Framework Agreement

(iv) an association of or formed by one or more of the Contracting Authorities listed above in this section of this Framework Agreement

Entities which are not public sector bodies may also use the Framework Agreement if the Authority is satisfied that:

- such entity is calling-off goods and/or services directly, solely and exclusively in order to satisfy contractual obligations to one or more public sector bodies, all of which are entitled to use the Framework Agreement on their own account;
- all goods to be called-off by it are to be used directly, solely and exclusively to provide goods and/or services at sites occupied by such public sector body(ies); and
- it will pass the benefit of the call-off contract to such public sector body(ies) directly, in full and on a purely “pass-through” basis. Accordingly there must be no mark-up, management fee, service charge or any similar cost solely in relation to the supply of goods and/or services imposed on the relevant public sector body(ies), who must be able to benefit from the terms of the Framework Agreement in a like manner and to the same extent as if using the Framework Agreement on its/their own account.

Any ‘bodies governed by public law’ which under the Public Contracts Regulations 2015 means bodies that have all of the following characteristics

(a) they are established for the specific purpose of meeting needs in the general interest, not having an industrial or commercial character;

(b) they have legal personality; and

(c) they have any of the following characteristics:—

(i) they are financed, for the most part, by the State, regional or local authorities, or by other bodies governed by public law;

(ii) they are subject to management supervision by those authorities or bodies; or

(iii) they have an administrative, managerial or supervisory board, more than half of whose members are appointed by the State, regional or local authorities, or by other bodies governed by public law.

Terms & Conditions

NHS Terms and Conditions, issued with the ITT, will apply at all times.

Access Charges

There is no charge for Providers to register for inclusion on the DPS, to access information, or to bid for business via the DPS.

Each Provider, on a successful award of a contract, will be invoiced a DPS delivery charge by Salisbury Commercial Services. This will be based on a percentage of contract value, and will be clearly advertised with each opportunity.

For Suppliers – How to Participate

Suppliers can request to join (or withdraw from) a DPS at any time during the advertised lifetime of the DPS.

All DPS activity is carried out electronically, including further competition and messaging.

Salisbury NHSFT uses the Bravo NHS Portal for all procurement requirements, including DPS.

Suppliers wishing to join this DPS should register on the Portal https://nhs.bravosolution.co.uk/nhs_collaborative/web/login.html and locate relevant project reference. Suppliers will then be asked to complete the online PQQ and submit. Salisbury NHSFT will then evaluate the PQQ and advise within 10 working days after an initial period of 30 days (or advise the supplier where this will be extended).

Suppliers successfully placed on the DPS will then be advised of further competitions via the Bravo portal.

It is therefore **essential** that suppliers maintain their contact details within their Bravo profile at all times, as Salisbury Commercial Services will not be responsible for suppliers not receiving competition calls due to incorrect or outdated profile information.

Further Information

For further information, email Simon Dennis at simon.dennis@nhs.net or visit the Bravo procurement portal (https://nhs.bravosolution.co.uk/nhs_collaborative/web/login.html)