

---

# Public Sector Commissioning in Context

NAVCA

Local Commissioning and Procurement Unit

---

## Central Government Policy

- Move towards contract funding and competitive tendering
- Involvement of third sector in both commissioning and delivery of public services
- Development of third sector capacity
- Increased public sector commissioning capabilities
- Devolutionary process and communities agenda

- 
- Office of the Third Sector
  - IDeA programme
  - Capacitybuilders and the Compact
  - Gershon efficiency review
  
  - Joint commissioning – health and social care
  - Prime and subcontracting agenda

---

## Good Local Commissioning

- Efficiencies agenda – efficiency gains not simply savings
- Social, environmental and economic wellbeing at core
- Community focus – civil renewal and civic engagement
- Clear distinction between purchaser/provider

- 
- Service design as well as delivery
  - Less risk adverse
  - Nurture long term objectives and innovation
  - Elimination of unnecessary bureaucracy
  - Bigger not always better
  - Understand the local provider base

---

## Challenges

- Risk losing innovation, focus on local objectives
- Risk losing specialist services and those aimed at the most hard to reach
- Increased understanding and collaboration required between sectors
- Consortia and subcontracting arrangements
- Development of new skills time and capacity
- End to ring fenced funding (Area Based Grants)

---

## Opportunities

- To influence service design and priorities
- To promote the strengths of the sector
- Sustainable funding
- Reduced risk through diversity of income streams
- Longer term contracts – opportunity for longer term strategic plans

---

## Local Commissioning and Procurement Unit

- Influence national, regional and local commissioning and procurement policy and practice
- Information and advice service for local infrastructure organisations
- Practical guidance and tender ready toolkits
- Advice on managing relationships
- A network for LIO commissioning and procurement advisers

- 
- Build relationships – engage with partners and commissioners early on and market the service
  - Be aware of changing policies that create new areas of demand
  - Innovate – identify gaps in current service provision and sell the solution
  - Become tender ready in advance