

## **Scotland Excel**

**To: Executive Sub Committee**

**On: 23 August 2019**

**Report  
by  
Director Scotland Excel**

**Tender: Care Homes for Adults with Learning Disabilities Including Autism**

**Schedule: 1918**

**Period: 16 September 2019 to 15 September 2023**

### **1. Introduction and Background**

People with learning disabilities can include people who have a range of complex needs including autism spectrum disorder, physical disabilities, sensory impairment, complex health needs, restricted communication and behaviour which challenges services, mental health needs, offending behaviour or a combination of these, as defined in “The Keys to Life” strategy<sup>1</sup>, the Scottish Government’s 10-year strategy for learning disability services

Recommendation 6 of The Keys to Life specifically recommended development of a national framework agreement to “improve the quality and consistency of support for people with learning disabilities who have a long-term need for specialist residential care”.

The first-generation framework was a direct response to this recommendation. As “The Keys to Life” strategy remains in place, and after consultation with stakeholders and consideration of alternative options, Scotland Excel progressed on the renewal of this framework.

This framework will seek to ensure there continues to be sufficient choice of quality and value for money provision with the capability and capacity to deliver suitable services, as required. Furthermore, the framework will seek to encourage innovative approaches to promoting choice and control, increasing life choices and improving lifestyles for adults with learning disabilities. A key element includes supporting people to maintain or develop links with their preferred communities.

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<sup>1</sup> Scottish Government 2013, <http://www.scotland.gov.uk/Resource/0042/00424389.pdf>

This framework therefore needs to offer a sufficient choice of services to meet these requirements. Scotland Excel has responded to this by developing this renewal as a flexible framework agreement.

The framework aims to bring flexibility and scope to meet the future needs of adults with learning disabilities and local authorities by allowing the addition of new providers and/or services at up to three points during the framework period, aligned with the price uplift periods, to ensure fairness to all providers in regard to rates.

New entrants may apply to be admitted to the framework following an evaluation of the same criteria as the initial evaluation. This will ensure a consistent approach to quality of services on the framework.

Incumbent providers may apply to have new services admitted to the framework at these same points, but as these providers have already passed the qualification and quality evaluation process, this will be based on an abbreviated evaluation process.

For providers/services awarded a place on the framework at its commencement date the maximum period of award will be up to 48 months. For providers/services who are subsequently appointed to the framework, the following periods will apply:

- Joining Date of 1 April 2021 – Sept 2023 (29 months)
- Joining Date of 1 April 2022 – Sept 2023 (17 months)
- Joining Date of 1 April 2023 – Sept 2023 (5 months)

## **2. Scope, Participation and Spend**

A user intelligence group (UIG) was formed of local authority representatives and the procurement strategy was discussed and endorsed at the UIG meeting on 1 November 2018. At this meeting discussions also included sharing of best practice and contribution towards the development of tender documentation, including the strategy, specification, tender evaluation methodology and management information templates.

A smaller professional advisory group, made up of local authority representatives who had experience in this area of care, assisted in further development of the tender evaluation methodology documents.

The structure of the new framework is based on the existing model, whilst encompassing changes to policy, guidance and legislation, including the Health and Social Care Standards, the new Care Inspectorate (CI) inspection framework and the refresh of the Keys to Life strategy. It continues to focus on clearly specified core service options, with the opportunity to include a wide range of additional services.

To date 24 Local Authorities have made placements or transferred existing placements through the current framework.

North Lanarkshire Council indicated that it did not wish to participate in the framework, in line with its policy of not purchasing adult residential care. The framework will be open to the remaining 31 Local Authorities, NHS organisations and integrated bodies. Local Authorities confirmed forecast spend and based on both

framework and non-framework spend, the framework was advertised at £106 million over the four-year term, £26.7 million per annum. A breakdown of the forecast can be seen in Appendix 2.

Spend may initially be low and increase quarter on quarter throughout the framework duration, in line with the current framework. This is due to the fact that the transfer of placements from the current framework is not automatic and requires to be mutually agreed between the purchaser and provider.

However, the appointment of a number of new providers and services to the framework – including newly developed services - may negate this and even out the low initial spend level experienced under the current framework.

### **3. Procurement Process**

Scotland Excel also engaged with a range of other stakeholders to develop the framework at sessions held on 8 and 9 October 2018, in Glasgow and Edinburgh, respectively. Invitations were extended to providers (incumbent and non-incumbent), local authorities and other stakeholders, such as Convention of Scottish Local Authorities (COSLA), Coalition of Care and Support Providers in Scotland (CCPS) and Scottish Care.

Scotland Excel has also developed an Adult Social Care Strategic Steering Group, which will have sight of all work under the Adult Social Care Team portfolio. This is made up of a range of representatives, including both CCPS and Scottish Care, ensuring they have visibility of the work.

A meeting with incumbent providers took place on 24 October 2018, to review the existing framework, and resulted in feedback on information relating to the current framework - what was working well, what could be improved and providers' experiences in general – as well as ideas and suggestions for incorporation into the new framework.

A desktop analysis of inspection reports from the Care Inspectorate, covering services on the current framework, was undertaken to collate views of supported people and their families.

Scotland Excel recognises that earlier and consistent engagement is necessary to continually identify areas for improvement and other feedback, and therefore is working to develop a robust communication strategy for ongoing engagement with key stakeholders throughout the framework period.

The Public Contracts (Scotland) Regulations allow for a more flexible approach to the procurement of these services, known as the 'light-touch' regime. As such, Scotland Excel has more scope to choose the procurement methodology most suited to the market whilst fundamentally adhering to the EU Treaty principles of non-discrimination, equal treatment, transparency and proportionality.

Applying the light touch regime and considering the market for these services, this framework has been developed to be a flexible framework, permitting new entrants and changes to existing participants on the published tender conditions during the framework.

Under the light touch regime, a procedure similar to an open tender procedure was used whereby providers were evaluated against predetermined criteria. Stage one, Qualification, was conducted using the European Single Procurement Document (ESPD). Within the ESPD, tenderers were required to answer a number of qualification questions along with questions on insurance, financial standing and registration with appropriate regulatory bodies. Other mandatory criteria included a minimum grade of 4 from the Care Inspectorate for “Care and Support” – an increase from the previous requirement of 3.

The invitation to tender (ITT) was published on 4 April 2019 and the offers were evaluated against the following criteria:

**Table 1: Evaluation Criteria**

<b>SECTION</b>	<b>Marks Available</b>
<b>QUALITY</b>	<b>70.00</b>
Community Benefits	10.00
Fair Working Practices	10.00
Human Trafficking and Exploitation	unscored (Mandatory)
Scottish Living Wage	unscored (Mandatory)
Sustainability	5.00
Scenario Based Study	45.00
<i>Response to Scenario Based Study</i>	<i>40.00</i>
<i>Innovative Practices</i>	<i>5.00</i>
<b>COMMERCIAL</b>	<b>30.00</b>
Section A - Core Price	30.00
Section B - Additional Services Prices	unscored
Section C - Budget Fees	unscored (Mandatory)
Section D - Staffing Schedule	unscored (Mandatory)

Due to the variation in levels of support in each service, and the subsequent impact on rates, providers were asked to submit a weekly Core Rate (Section A) and to provide the ratios of staff members per supported person in the service (Section D). These responses allowed a banding of the services, dependent on the intensity of support offered in each setting. Services were then evaluated within their banded group, ensuring a fair comparison.

#### **4. Report on Offers Received**

A total number of 26 providers and 70 services tendered. One provider could not commit to implementing the insurance requirements and withdrew their two services. Another provider submitted a bid for a care home which did not meet the Care Inspectorate registration requirements and withdrew this upon clarification.

A further provider, who had submitted ten services, withdrew in the latter stages of evaluation.

Based on the criteria and scoring methodology set out in the tender documents, a full evaluation of the remaining compliant offers received was conducted and details of the overall scores are set out in Appendix 1.

#### **5. Recommendations**

In order to maximise the availability of support arrangements to local authorities to ensure continued choice for people who use the services, and based on the evaluation, it is recommended that participation on the framework be awarded (both immediate and deferred) to 24 providers and 57 care homes detailed in Appendix 1.

The terms of the framework require that providers hold at least a grade 4 for “Care and Support” criteria of a Care Inspectorate inspection, and this reflects the high quality of services tendered. There were a number of services which did not meet this requirement.

The care homes with grades lower than a four are recommended for a deferred award. This deferral will be valid for 12 months, whereby the provider must evidence sufficient improvement and inspection grades which do meet the requirement.

Those with outstanding details, due to finalisation of new registration, are also recommended for a deferred award and will have to evidence requirements have been met within 12 months, to reverse the deferred award.

The 24 providers recommended for award (both immediate and deferred) are a mix of small, medium and large organisations, with 14 being medium or small sized enterprises, including one sole trader, as outlined in Appendix 4. Six providers are charitable organisations.

In order to ensure equal treatment of providers applying to join the framework agreement and to confirm that any new provider meets the required framework standards, Scotland Excel will replicate the initial procurement procedures at the point of application for new providers. This will ensure new providers are subject to the same minimum requirements and assessment as those who applied to participate in the framework from its commencement date.

Following evaluation of offers received, it is proposed that a report detailing the recommendation to award will be submitted to the Director of Scotland Excel (or Head of Strategic Procurement in the Director’s absence) for approval.

It is proposed that the Executive Sub-Committee will be updated on the addition of providers to the framework on an annual basis via incorporation to the Annual Procurement Report.

## **6. Benefits**

### **Price Stability**

The providers have all agreed to hold their fees at least eighteen months, until 1 April 2021. Any subsequent request for a fee increase will only be considered in accordance with the contract terms and conditions, including timescales, and will be evaluated against prevailing market conditions.

### **Cost Impact**

Following evaluation of the commercial submissions, Scotland Excel identified increases in the weekly rates from most incumbent suppliers and one decrease.

An increase in rates was anticipated, particularly from the organisations which had not applied for uplift throughout the duration of the current four-year framework and from those which had requests for significant increases declined.

The average increase to rates offered against current rates is approximately 8.23%, with changes varying between -3.06% to 30.64%. This highest increase was submitted by an incumbent provider who had previously requested a similar uplift but was rejected. Although this does represent a significant percentage increase, the service remains below the average of all rates offered.

A number of providers submitted rates which raised the overall average, and these will be discussed further with the relevant providers prior to the commencement date to determine where increases can be minimised. Scotland Excel reserves the right to negotiate post-tender, and will take this opportunity to help local authorities minimise the impact in this area.

Benchmarking on this type of framework does not offer a true reflection of future impact to local authorities due to the nature of the services, the terms of the framework, and the ability to agree rates reflective of the needs of the individual. Therefore, a figure of 0% has been included in the benchmarking impact column in Appendix 2.

Under the terms, placements will not automatically transfer over to the new framework, therefore comparing costs against existing placements gives a false forecast. Local authorities can continue with existing placements under current arrangements until such time that rates align.

The person-centred approach of commissioning these type of social care services means that previous spend is not an indicator of future spend. Services are purchased in response to people's needs and outcomes, so can vary greatly at any given time, including implementing additional services to ensure supported people receive the most appropriate support arrangements.

Furthermore, purchasers can use the framework rates as a ceiling rate and agree specific details with providers locally, reflective of the needs of each person, within the parameters of the framework. This approach has been successful throughout the duration of the current framework, and purchasers have received guidance on this approach in order to aid them in minimising the cost impact when securing support arrangements.

As noted previously, spend on the current framework increased year on year, and this is anticipated to continue, as more existing placements move over to the new framework. Therefore, details of the new rates have been issued to local authorities, with emphasis on services they have previously used.

However, as the new framework has been successful in increasing the number of care homes available, Scotland Excel will support all local authorities to explore best value placement decision making, whilst ensuring the needs of the individual continue to be met.

### **Sustainable Procurement Benefits**

The sections which cover Community Benefits, Sustainability and Fair Working Practices were all derived from the Scottish Government's National Performance Framework, the National Indicators and Outcomes, and the Sustainable Development Goals linked to these. Each of the sections is underpinned by these and refer back to them in the questions set, the evaluation of the responses and measurement of these in the future.

After review of the outputs of the Scottish Government Sustainability Test a number of Indicators and Development Goals were determined to be the most appropriate to this sector. These included Employee Voice, Gender balance in organisations, loneliness, gender equality, good health and wellbeing and reduced inequalities.

### **Community Benefits**

At the strategy UIG, the group developed and endorsed that community benefits attained would be delivered at a local level for each individual local authority. This is a different approach to that adopted on the current framework and should ensure that local authorities receive community benefits tailored to their spend levels and local authority area.

All tenderers confirmed their commitment to Scotland Excel's community benefits approach for this framework. Delivered benefits will be based on the annual spend thresholds provided for each individual local authority.

On an annual basis, Scotland Excel will calculate which annual spend thresholds have been met based on submitted management information and will provide this information to relevant providers and local authorities. Providers will report delivered community benefits to Scotland Excel on a six-monthly basis.

When Providers meet the minimum annual spend threshold with an individual local authority they will discuss with that local authority community benefits lead or other designated person to determine the specific benefits which will be offered under this framework.

Although these will be developed between the parties, in the published tender documents tenderers were given a list of indicative community benefits that could be agreed with local authorities, falling into Economic, Social and Environmental groups, and aligned to the National Performance Framework, and the Sustainable Development Goals. Examples included fundraising, sponsorship, recruitment of apprentices, work experience and training sessions within the community.

### Sustainability

Again, in line with the National Performance Framework and through outputs generated via the Scottish Government Sustainability Test, tenderers were asked to respond to a question which sought to establish how their organisation would commit to promoting sustainability, focusing on areas which are particularly relevant to this sector:

- Energy from renewable sources
- Waste Generated
- Gender Equality
- Decent Work and Economic Growth
- Responsible Consumption and Production

Tenderers detailed a wide range of practices and policies which contribute to the Scottish Governments commitment to environmental justice and planetary preservation.

Tenderers gave examples of the of growing food, buying local produce, sustainable travel options, the use of energy efficient heating and lighting, reuse and recycle initiatives.

Practices which offered sustainability in regard to employment included staff training, payment of Scottish Living Wage, gender neutral recruitment, as well as gender balance in the workforce and managerial structures.

### Fair Work Practices

Tenderers were asked to describe how they would commit to fair work practices for staff engaged in the delivery of this framework agreement. As well as the National Indicators, tenderers were invited to consider elements from the Fair Working Convention.

Good responses outlined areas such as:

- Fair and equal pay;
- Contractual Stability, flexible working;
- Eradication of zero-hour contracts;
- Improving the wider diversity of staff;

- Investment in skills development and training;
- Clear managerial responsibility; and
- Openness, transparency and tolerance of different viewpoints.

As part of the contract management process, Scotland Excel continues to monitor the Scottish Living Wage. At the time of tender, of the 24 recommended tenderers 23 pay the Scottish Living Wage or above to all employees (except volunteers, apprentices and interns). Further details of the responses received is included in Appendix 3, but in summary:

- three advised they are accredited Living Wage Employers;
- one is signed up to the Glasgow Living Wage;
- one has committed to gaining accreditation over the initial two-year period of the framework;
- one is currently undergoing the accreditation process.

The remaining provider did pay the Scottish Living Wage to all workforce until the latest update to the Scottish Living Wage. They are currently undergoing a review of internal budgets with the aim of returning themselves to this position.

Scotland Excel monitors Fair Work Practices, including Scottish Living Wage, within its contract and supplier management programme and will work with all remaining providers to encourage them to continue to pay all staff the Scottish Living Wage.

## **Other Benefits**

### Quality of Service and Improving Outcomes

The Care Inspectorate regulates and inspects care services in Scotland to make sure that they meet the standards required to provide a quality care service.

During tender development, it was ascertained that 95% of care homes on the current framework, and 91% of care homes throughout Scotland were graded 4-6 (good, very good or excellent) by the Care Inspectorate for “Care and Support” (or equivalent following the restructure of the Care Inspectorate Inspection framework).

In line with other frameworks in the Scotland Excel Social Care portfolio, and in agreement with the UIG, a requirement was set for a grade of 4 or above for care homes seeking inclusion in the framework – an increase from the previous requirement of 3. Tenderers were informed that grades below this would result in a deferred status on the framework, with a 12-month period to rectify this situation.

Within the terms of the framework, there is a defined process which addresses the process undertaken when services do not maintain the required grades. Scotland Excel will continue to monitor this and the quality of service, in collaboration with the Care Inspectorate and local authorities.

### Increased Coverage

Throughout the current framework period, the number of care homes on the framework declined. A number of providers removed care homes which were not

fully aligned with the framework, as their models of care evolved; or proposed changes to their services to match the framework requirements did not materialise.

However, despite a decline in the number of care homes for adults with learning disabilities available in Scotland, coverage on the new framework has increased, bringing benefits to local authorities, particularly those wishing to consolidate spend in this sector. These benefits include clearer contract management and spend analysis, along with standard terms and conditions, as well as providing increased choice for those who use the services.

### Management Information

On a quarterly basis, framework providers will submit management information. Scotland Excel will continue to use this information to create contract management reports. These contract management reports will provide a detailed account of spend and use by provider and local authority and relevant trend information.

New reporting mechanisms will collate information from a variety of sources, and will offer a responsive, searchable service directory, as well as the ability to review an up to date schedule of providers, cares, Care Inspectorate grades and local authority spend.

This has still to be fully developed in collaboration with local authorities, and will be available to participating Scotland Excel members via the Members Area of the website.

Management information and annual reports will continue to be developed by Scotland Excel to improve reporting to purchasers to enable them to understand their placement patterns in relation to the national picture.

## **7. Contract Mobilisation and Management**

One request which arose from engagement sessions was for more frequent meeting of purchasers, both singularly and collectively. These will be convened on a regular basis throughout the period.

Scotland Excel will host mobilisation events for both providers and local authorities and will provide a mobilisation pack to commissioners which will contain details on the contract arrangements and other relevant documents such as the individual support arrangement agreement which they will complete for every placement.

As well as the information outlined above, management information includes a range of other data, such as individual placements, incidents/complaints, as well as staffing retention and levels. These additional areas will also be monitored and analysed by Scotland Excel and used in the creation of management information reports.

## **8. Summary**

This framework aims to maximise collaboration and provide local authorities with a wide choice of high quality, person services which focus on the best outcomes for adults with learning disabilities including autism.

The Executive Sub Committee is requested to:

- Approve the recommendations to award this framework agreement as detailed in Appendix 1;
- Grant Delegation of Authority to the Director of Scotland Excel (or Head of Strategic Procurement in the Director's absence) or their delegates to approve award recommendations for any new entrants to the framework; and
- Approve Scotland Excel's proposal that the Executive Sub-Committee be updated on the addition of providers to the framework on an annual basis via incorporation to the Annual Procurement Report.



## Appendix 1 - Scoring and Recommendations

### Band 1 Services

Provider	Care Inspectorate Name	TECHNICAL SCORE	COMMERCIAL SCORE	TOTAL SCORE	Result
Enable, Glasgow Branch	Balshagray House	70.00	26.58	<b>96.58</b>	Successful - Award
Enable, Glasgow Branch	Esmond Street Advanced Support Service	70.00	23.60	<b>93.60</b>	Successful - Award
Capability Scotland	Lanarkshire Houses	68.75	16.27	<b>85.02</b>	Successful - Award
Capability Scotland	Wallace Court	68.75	14.75	<b>83.50</b>	Successful - Award
Capability Scotland	Upper Springland Annaty	68.75	14.64	<b>83.39</b>	Successful - Award
Capability Scotland	Upper Springland Tayview	68.75	14.64	<b>83.39</b>	Successful - Award
ARK Housing Association Ltd	ARK Grangemouth Care Home	55.75	27.02	<b>82.77</b>	Successful - Award
Voyage 1 Limited t/a Voyage Care	Treddinoch	69.00	13.07	<b>82.07</b>	Successful - Award
Voyage 1 Limited t/a Voyage Care	Beechmount	69.00	12.95	<b>81.95</b>	Successful - Award
Voyage 1 Limited t/a Voyage Care	Barrington House	69.00	12.52	<b>81.52</b>	Successful - Award
Capability Scotland	Upper Springland Rosiebank Tummel	68.75	12.50	<b>81.25</b>	Successful - Award
The Richmond Fellowship Scotland Limited	Plover Brae	67.50	12.11	<b>79.61</b>	Successful - Award
Voyage 1 Limited t/a Voyage Care	Mannering	69.00	8.29	<b>77.29</b>	Successful - Award
Community Integrated Care	Muir's Court	60.00	17.12	<b>77.12</b>	Successful - Award
Voyage 1 Limited t/a Voyage Care	Tweed Lodge	69.00	8.03	<b>77.03</b>	Successful - Award
The Mungo Foundation	Lanark Project	57.75	18.26	<b>76.01</b>	Successful - Award
The Mungo Foundation	Beacon House	57.75	17.86	<b>75.61</b>	Successful - Award
Community Integrated Care	Lismore House	60.00	14.96	<b>74.96</b>	Successful - Award
Community Integrated Care	Mill Road	60.00	14.86	<b>74.86</b>	Successful - Award
Stoneywood Care Services Limited	Stoneywood House & Villa	56.25	18.39	<b>74.64</b>	Successful - Award
Deanston House Limited	Deanston House Limited	64.00	10.00	<b>74.00</b>	Successful - Deferred
Scottish Autism	Scottish Autism - South West Area Services - Staikhill	59.00	14.22	<b>73.22</b>	Successful - Award
Scottish Autism	Parkside Court	59.00	13.62	<b>72.62</b>	Successful - Award
The Mungo Foundation	Mitre House	57.75	14.32	<b>72.07</b>	Successful - Award
Enhance Healthcare Ltd	Clyde Valley Care Home	55.25	16.80	<b>72.05</b>	Successful - Award
Enhance Healthcare Ltd	Harbour Care Home	55.25	16.80	<b>72.05</b>	Successful - Award
Enhance Healthcare Ltd	Lochside Manor	55.25	16.80	<b>72.05</b>	Successful - Deferred
Community Integrated Care	Colleopard Court	60.00	11.45	<b>71.45</b>	Successful - Award
Scottish Autism	Scottish Autism, Central Scotland Area Services - Supported Accommodation	59.00	12.37	<b>71.37</b>	Successful - Award
Garvald West Linton Ltd.	Garvald West Linton	54.50	16.46	<b>70.96</b>	Successful - Award
Sanctuary Care (Combined) Limited	Millport Care Centre	54.50	15.93	<b>70.43</b>	Successful - Award
Archway (Respite Care and Housing) Limited	Berryden Mills	52.00	15.98	<b>67.98</b>	Successful - Award
Real Life Options	Longcroft	56.00	9.96	<b>65.96</b>	Successful - Award
Cygnets Health Care Limited	Ellen Mhor	57.00	8.90	<b>65.90</b>	Successful - Award
Cygnets Health Care Limited	Ranaich House	57.00	8.90	<b>65.90</b>	Successful - Award
Cygnets Health Care Limited	Thistle Care Home	57.00	8.90	<b>65.90</b>	Successful - Award
Cygnets Health Care Limited	Trinity House	57.00	8.90	<b>65.90</b>	Successful - Award
Cygnets Health Care Limited	Caledonia House	57.00	8.90	<b>65.90</b>	Successful - Deferred
Cygnets Health Care Limited	Thistle House	57.00	8.90	<b>65.90</b>	Successful - Deferred

## Band 1 Services (cont'd)

Provider	Care Inspectorate Name	TECHNICAL SCORE	COMMERCIAL SCORE	TOTAL SCORE	Result
Scottish Autism	Clannalba	59.00	5.43	<b>64.43</b>	Successful - Award
Scottish Autism	New Ridgepark	59.00	5.43	<b>64.43</b>	Successful - Award
Consensus Support Services Limited	Clare House	52.75	11.60	<b>64.35</b>	Successful - Award
Archway (Respite Care and Housing) Limited	153 Victoria Street	52.00	12.30	<b>64.30</b>	Successful - Award
Archway (Respite Care and Housing) Limited	31 Two Mile Cross	52.00	12.30	<b>64.30</b>	Successful - Award
Swanton Care & Community (Southfield Care Homes) Limited	Southfields	56.25	6.76	<b>63.01</b>	Successful - Deferred
Parkcare Homes (No.2) Limited	Dunvegan - Stenhousemuir	42.00	18.33	<b>60.33</b>	Successful - Award
Parkcare Homes (No.2) Limited	Kirklea	42.00	18.12	<b>60.12</b>	Successful - Award
Parkcare Homes (No.2) Limited	Newhouse	42.00	17.60	<b>59.60</b>	Successful - Deferred
Orems Care Services Limited	Orems Care Services Ltd - Eilean Gorm	52.25	6.91	<b>59.16</b>	Successful - Award
Anne Reynolds T/A Denovan Care	Denovan Care	27.25	30.00	<b>57.25</b>	Successful - Award
Parkcare Homes (No.2) Limited	Millburn Homes - adult care	42.00	8.46	<b>50.46</b>	Successful - Award
PHEW (Scotland)	Phew	27.25	15.16	<b>42.41</b>	Successful - Award
Caring Homes Healthcare Group Limited	Hillview Court	29.75	12.29	<b>42.04</b>	Successful - Award
Caring Homes Healthcare Group Limited	Marchglen Care Centre	29.75	11.48	<b>41.23</b>	Successful - Award

## Band 2 Services

Provider	Care Inspectorate Name	TECHNICAL SCORE	COMMERCIAL SCORE	TOTAL SCORE	Result
Camphill (Blair Drummond Trust) Limited	Camphill Blair Drummond	57.75	24.98	<b>82.73</b>	Successful - Award
Archway (Respite Care and Housing) Limited	71 Westburn Road	52.00	30.00	<b>82.00</b>	Successful - Award
Parkcare Homes (No.2) Limited	Millburn Homes - shared	42.00	22.00	<b>64.00</b>	Successful - Award

## Appendix 2 – Forecast Spend

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	% Estimated Impact	Estimated Annual Impact (£)	Basis of Calculation
Aberdeen City Council	Yes	16 September 2019	£1,598,326	Spikes Cavell/Member validation			Reviewed against current contract
Aberdeenshire Council	Yes	16 September 2019	£1,836,846	Spikes Cavell/Member validation			Reviewed against current contract
Angus Council	Yes	16 September 2019	£340,206	Spikes Cavell/Member validation			Reviewed against current contract
Argyll & Bute Council	Yes	16 September 2019	£796,746	Spikes Cavell/Member validation			Reviewed against current contract
City of Edinburgh Council	Yes	16 September 2019	£153,600	Spikes Cavell/Member validation			Reviewed against current contract
Clackmannanshire Council	Yes	16 September 2019	£177,317	Spikes Cavell/Member validation			Reviewed against current contract
Comhairle nan Eilean Siar	Yes	16 September 2019	£1,235,495	Spikes Cavell/Management Information			Reviewed against current contract
Dumfries & Galloway Council	Yes	16 September 2019	£758,865	Spikes Cavell/Member validation			Reviewed against current contract
Dundee City Council	Yes	16 September 2019	£113,219	Spikes Cavell/Management Information			Reviewed against current contract
East Ayrshire Council	Yes	16 September 2019	£933,492	Spikes Cavell/Member validation			Reviewed against current contract
East Dunbartonshire Council	Yes	16 September 2019	£37,549	Spikes Cavell/Management Information			Reviewed against current contract
East Lothian Council	Yes	16 September 2019	£373,341	Spikes Cavell/Management Information			Reviewed against current contract
East Renfrewshire Council	Yes	16 September 2019	£0	Spikes Cavell/Management Information			Reviewed against current contract
Falkirk Council	Yes	16 September 2019	£3,914,729	Spikes Cavell/Member validation			Reviewed against current contract
Fife Council	Yes	16 September 2019	£0	Spikes Cavell/Member validation			Reviewed against current contract
Glasgow City Council	Yes	16 September 2019	£1,387,016	Spikes Cavell/Member validation			Reviewed against current contract
Highland Council	Yes	16 September 2019	£0	Spikes Cavell/Member validation			Reviewed against current contract
Inverclyde Council	Yes	16 September 2019	£998,110	Spikes Cavell/Member validation			Reviewed against current contract
Midlothian Council	Yes	16 September 2019	£15,982	Spikes Cavell/Member validation			Reviewed against current contract
Moray Council	Yes	16 September 2019	£0	Spikes Cavell/Management Information			Reviewed against current contract
North Ayrshire Council	Yes	16 September 2019	£0	Spikes Cavell/Management Information			Reviewed against current contract
North Lanarkshire Council	No	not applicable	£0	Member validation			not applicable
Orkney Islands Council	Yes	16 September 2019	£0	Spikes Cavell/Member validation			Reviewed against current contract
Perth & Kinross Council	Yes	16 September 2019	£12,836	Spikes Cavell/Management Information			Reviewed against current contract
Renfrewshire Council	Yes	16 September 2019	£262,674	Spikes Cavell/Member validation			Reviewed against current contract
Scottish Borders Council	Yes	16 September 2019	£948,145	Spikes Cavell/Management Information			Reviewed against current contract
Shetland Islands Council	Yes	16 September 2019	£0	Spikes Cavell/Member validation			Reviewed against current contract
South Ayrshire Council	Yes	16 September 2019	£0	Spikes Cavell/Management Information			Reviewed against current contract
South Lanarkshire Council	Yes	16 September 2019	£7,601,559	Spikes Cavell/Member validation			Reviewed against current contract
Stirling Council	Yes	16 September 2019	£225,336	Spikes Cavell/Member validation			Reviewed against current contract
West Dunbartonshire Council	Yes	16 September 2019	£620,452	Spikes Cavell/Member validation			Reviewed against current contract
West Lothian Council	Yes	16 September 2019	£2,335,002	Spikes Cavell/Member validation			Reviewed against current contract
<b>Totals</b>			<b>£26,676,843</b>		<b>0.0%</b>	<b>£0</b>	



### Appendix 3 – Scottish Living Wage Position

Tenderer	Accredited	Currently progressing through Scottish Living Wage accreditation process	Pay Scottish Living Wage to all employees, and committed to gaining accreditation over the initial 2 years of framework	Pay Scottish Living Wage to all employees, but not accredited	Neither accredited nor paying Scottish Living Wage, but do commit to pay the Scottish Living Wage to all employees over the initial 2 years of the framework	Neither accredited nor paying Scottish Living Wage
Archway (Respite Care and Housing) Limited						Yes
ARK Housing Association Ltd				Yes		
Camphill Blair Drummond Trust Limited			Yes			
Capability Scotland				Yes		
Caring Homes Healthcare Group Limited				Yes		
Community Integrated Care				Yes		
Consensus Support Services Limited				Yes		
Parkcare Homes (No.2) Limited				Yes		
Cygnets Health Care Limited				Yes		
Anne Reynolds t/a Denovan Care				Yes		
Enable, Glasgow Branch				Yes		
Deanston House		Yes				
Enhance Healthcare Ltd				Yes		
Garvald West Linton Ltd.				Yes		
Orems Care Services Limited	Yes					
PHEW (Scotland)	Yes					
Real Life Options				Yes		
Sanctuary Care (Combined) Limited				Yes		
Scottish Autism				Yes		
Stoneywood Care Services Limited	Yes					
Swanton Care & Community (Southfield Care Homes) Limited				Yes		
The Mungo Foundation				Yes		
The Richmond Fellowship Scotland Limited				Yes		
Voyage 1 Limited t/a Voyage Care				Yes		



## Appendix 4 - SME Status

Provider	Postal Town/City:	Organisation Size
Anne Reynolds T/A Denovan Care	Denny, Falkirk	Small
Archway (Respite Care and Housing) Limited	Aberdeen	Medium
ARK Housing Association Ltd	Edinburgh	Large
Camphill Blair Drummond Trust Limited	Stirling	Medium
Capability Scotland	Glasgow	Large
Caring Homes Healthcare Group Limited	Colchester	Large
Community Integrated Care	Widnes, Cheshire	Medium
Consensus Support Services Limited	Colchester	Large
Cygnets Health Care Limited	Sevenoaks	Large
Deanston House Limited	Doune, Stirling	Medium
Enable, Glasgow Branch	Glasgow	Medium
Enhance Healthcare Ltd	Hamilton	Medium
Garvald West Linton Ltd.	West Linton, Scottish Borders	Medium
Orems Care Services Limited	Glasgow	Small
Parkcare Homes (No.2) Limited	London	Large
PHEW (Scotland)	Motherwell	Small
Real Life Options	Knottingley, Wakefield	Large
Sanctuary Care (Combined) Limited	Worcester	Large
Scottish Autism	Alloa	Medium
Stoneywood Care Services Limited	Denny, Falkirk	Medium
Swanton Care & Community (Southfield Care Homes) Limited	Falkirk	Medium
The Mungo Foundation	Glasgow	Medium
The Richmond Fellowship Scotland Limited	Stepps	Large
Voyage 1 Limited t/a Voyage Care	Lichfield	Medium