

Meeting of Governing Body

Date: Tuesday 05 June 2018
Time: 13.30 pm
Location: The Vassall Centre, Gill Ave, Bristol BS16 2QQ

Agenda item: 7.2

Report title: AQP audiology reprocurement

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Report Sponsor: Lisa Manson

1. Purpose

To approve the formal award of the Any Qualified Provider (AQP) Audiology Services for Bristol, North Somerset and South Gloucestershire Clinical Commissioning Group (BNSSG CCG).

2. Recommendations

To accredit the following eight providers:

- Complete Price Eyewear t/a The Outside Clinic
- GP Care UK Ltd
- Hidden Hearing
- Inhealth Ltd
- Scrivens Ltd
- Specsavers Hearcare Group Limited
- University Hospitals Bristol NHS Foundation Trust
- Weston Area NHS Trust

3. Background

The Governing Body approved the launch of the procurement exercise in January 2018. This decision was supported by the reprocurement contributing to planned savings of £190k in 2018/19 and delivery of the following benefits:

- Improved patient experience, including choice
- Improved clinical pathways

- Reduced cost through redefined tariff
- Eliminated risk of legal challenge

The planned savings are delivered by:

- Reducing the AQP tariff,
- Increasing the eligibility of AQP to all adults, to include under 60's currently treated under the higher acute PbR tariff, and
- Using the e-referrals database to ensure primary care entry to the service, and to monitor and challenge payment for service users already on a care pathway with another provider.

4. Financial resource implications

The total value of AQP Audiology Services is £2.5 million per annum, with a total contract lifecycle value of £11,875,000 over the initial contract lifecycle of 4 years and 9 months. There is a possible extension of any period(s) up to a further 2 years, as defined and at the discretion of the Commissioners. The initial 4 years 9 months contract lifecycle will commence from 01 July 2018.

5. Legal implications

Challenge to the Procurement Process

The NHS South, Central and West Commissioning Support Unit (SCW) Procurement Team managed the procurement process on behalf of the Commissioners. The procurement process has been conducted in accordance with best practice and the principles of transparency, equity and fairness. The likelihood of challenge is low due to the nature of the contract being available to any accredited Any Qualified Provider (AQP).

A detailed description of the process is contained in the appended Contract Award Recommendation Report which is available to Governing Body Members on request.

6. Risk implications

Activity increase

Increased choice and capacity can result in an increase in activity. This will be mitigated by making the service accessible by e-referral only, ensuring all new referrals have been generated by primary care contact, and monitoring patients changing provider within the funded pathway, and implementing contractual controls to clawback the funded part not provided.

7. Implications for health inequalities

Not applicable.

8. Implications for equalities (Black and Other Minority Ethnic/Disability/Age Issues)

The procurement specification removes the age-restriction on choice.

9. Consultation and Communication including Public Involvement

At the planning stage of the 2017-18 System Financial Recovery Plan, the project was assessed as not requiring public involvement, as the same services will be provided in more locations, removing the 60+ age-restriction to access. Existing service users will experience no change to services, as all current service providers reapplied and have been successful.

Representatives from each of the existing providers attended a specification development event in October 2017, and all responded to the Market Sounding questionnaire.

Glossary of terms and abbreviations

AQP	“Any Qualified Provider” (formerly Any Willing Provider). AQP aims to drive quality through competition, by offering a specified service at a set tariff to any provider qualified to deliver that service. All providers are paid only for the activity they perform, which incentivises them to provide a better service to attract new referrals.
SCW	South Central and West Commissioning Support Unit