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Tender

## **Direct Award Mental Health Employment Support and Employment Advice Services (Isle of Wight only)**

NHS Hampshire, Southampton and Isle of Wight CCG

F21: Social and other specific services – public contracts

Prior information notice with call for competition

Notice identifier: 2021/S 000-020296

Procurement identifier (OCID): ocds-h6vhtk-02d6b7

Published 19 August 2021, 10:51am

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

NHS Hampshire, Southampton and Isle of Wight CCG

Winchester

#### **Contact**

Celine Machola - Rogers

#### **Email**

[celine.machola@soeprocurement.nhs.uk](mailto:celine.machola@soeprocurement.nhs.uk)

#### **Telephone**

+44 1489779175

#### **Country**

United Kingdom

**NUTS code**

UKJ3 - Hampshire and Isle of Wight

**Internet address(es)**

Main address

<https://in-tendhost.co.uk/soepscommissioning>

Buyer's address

<https://in-tendhost.co.uk/soepscommissioning>

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://in-tendhost.co.uk/soepscommissioning>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted to the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://in-tendhost.co.uk/soepscommissioning>

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Health

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Direct Award Mental Health Employment Support and Employment Advice Services (Isle of Wight only)

Reference number

F14664

#### **II.1.2) Main CPV code**

- 85000000 - Health and social work services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Hampshire, Southampton and Isle of Wight CCG, Isle of Wight only intends to Direct Award the Mental Health Employment Support and Employment Advice Services (Isle of Wight only) Contract to OSEL Enterprises Ltd. For a 3-year contract with an annual capped value of £191,071 per annum and with the option to extend for a further 2 year or parts thereof, at Commission Discretion. Giving a total maximum contract value of £955,355 plus any contract uplifts as part of the standard NHS Contract and any national directives during the lifetime of the contract.

The CCG consider the justification for moving to direct award sound in that these services, (currently provided by OSEL), are well established and neither are subject to any significant change or service development, which other Mental Health (MH) services are as part of the continuing, island wide MH transformation process.

The current service comprises two elements :-

- The Mental Health Employment Advice Service is embedded and integrated into the Isle of Wight NHS Trust and receives referrals via the IOW NHS Trust Improved Access to Psychological Therapies (IAPT) service to its trained employment advisors
- The Mental Health Employment Support Service receives referrals via Primary Care, Secondary Tier mental health services, social care and other third sector organisations etc.

The primary requirements for considering a direct award as the best contracting option, (as stated in the Procurement, Patient Choice and Competition Regs, (2013)), are as detailed below.

Based upon these criteria and noting that there are no significant service development or changes planned, a direct award process is justified for the services currently provided by OSEL.

These services are provided by OSEL Enterprises Ltd under one overarching contract and the Provider has a wide range of complex and long-term, well-established, integrated working frameworks across a range of statutory and voluntary organisations employing specialist multi-disciplinary staff.

OSEL Enterprises Ltd has strong, well established working relationships with sources of referral with team members embedded and integrated into specialist Early Intervention in Psychosis (EIP) and IAPT teams. The Provider also maintains strong working relationships with a range of Island based companies and other employing organisations which have been built upon over a number of years. Additionally, OSEL Enterprises is a direct employer offering place-based work experience and paid employment to those who access the MH Employment Support Service

For full justification details, service specification and draft Contract please log on to the Intend portal project reference F14664 <https://in-tendhost.co.uk/soepscommissioning>

#### **II.1.5) Estimated total value**

Value excluding VAT: £955,355

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 85000000 - Health and social work services

#### **II.2.3) Place of performance**

NUTS codes

- UKJ3 - Hampshire and Isle of Wight

Main site or place of performance

## Isle Of Wight

### **II.2.4) Description of the procurement**

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The Mental Health Blueprint for the Isle of Wight states that there is a requirement for a cultural shift to improve mental health resources and focus on rehabilitation and recovery. This includes wider social networks, the importance of physical wellbeing and a strong programme for recovery and resilience including employment support, housing and promotion of independence.

The benefit of employment support to the clients, family and employers is well documented as it enables the individual to build relationships, participate in the community and know that they are contributing something positive to the community. Employers also benefit as they will have reliable, enthusiastic workers.

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referral with team members embedded and integrated into specialist Early Intervention in Psychosis (EIP) and IAPT teams. The Provider also maintains strong working relationships with a range of Island based companies and other employing organisations which have been built upon over a number of years. Additionally, OSEL Enterprises is a direct employer offering place-based work experience and paid employment to those who access the MH Employment Support Service.

#### Delivering on Patient Needs:

OSEL is an established charity and has experience of running the contract. Offering a direct award will ensure and secure continuity of service and stability for those who use the service as well as those joining the service by offering a consistent support network and framework.

With a direct award for the 3+2-year contract, OSEL will be able to future-proof and develop a long-term strategy for future service developments and transformations immediately. The service is well established across a range of partners including adult social care, schools, colleges, community advice and support organisations and is able to draw upon these relationships to maximise the benefit to individuals who often present with complex needs or social circumstances.

OSEL is the parent company of Wight Crystal, the Way Forward Programme and Living Well Programme. These subsidiaries facilitate direct employment options for some service users which in itself, will be difficult and problematic to replicate within any reasonable amount of time and may place some employment existing opportunities at risk.

As a multi-disciplinary service, OSEL is able to respond to individuals who have both mental health and learning disability needs meeting a range of complexity and supporting a wide range of conditions and both promotes and secures a fair and equitable service across the Isle of Wight community, regardless of presentation.

The service is also integrated into IAPT and EIP teams and has built strong communication and working relationships across other systems and organisations, making the referral process easy and reliable for organisations and clients.

OSEL Enterprises Ltd is a multi-faceted organisation which means as well as providing support to individuals in employment and helping individuals find employment/ educational opportunities, The service is high performing in terms of delivery and outcomes, continuing to draw upon a variety of internal and external partnership resources to address a range of complex needs whilst maintaining quality.

Routine and consistent complex reporting on performance and activity shows that all referrals in Quarter 1 of 2021 were seen within 4 weeks of the date of referral and that 16 individuals achieved paid employment, 17 achieved voluntary employment and 9 were

supported into academic or vocational education. This has been matched throughout the rest of the year despite the impact of the pandemic. The organisation has also been nominated for the 2021 Queens Award for Innovation.

OSEL Enterprises Ltd is a local charity to the Isle of Wight made up of local people. As such, they have an excellent understanding of the needs of the community and population based upon an extensive number of years' experience. OSEL has built positive, productive relationships with local employers and education facilities, making it easier for the large number of individuals supported to find appropriate jobs or academic or vocational education. The integration and good quality relationships with organisations and services on the island is a vital element in the proposed direct award.

#### Providing Value for Money:

The organisation has expanded to meet current demand with no additional resource required and has confirmed that based upon the existing service specification and demand / capacity projections for the next 3 - 5 years. It can continue to deliver the services and maintain both quality and performance. No significant further investment is therefore expected for the duration of the proposed contract save that subject to Commissioner driven change.

OSEL has brought significant added value to the island and its population through their charitable status as well as its status as an employer and as an active, thriving business. It has successfully organised additional sources of income to support its work.

A recent example is an externally secured grant that will be utilised within the organisation, utilising its valuable knowledge and experience of supporting people with mental health needs to help lone parents and parents from disadvantaged backgrounds, and vulnerable families on the Isle of Wight to move closer to employment. This will complement and supplement the existing work commissioned by the CCG.

As OSEL is established to meet a range of complex needs including mental health, physical and learning disability and autistic spectrum conditions, the Island benefits from the organisation's ability to direct and divert its wide range of expertise and resources according to an individual needs at that point in time.

The organisation is embedded within the IoW NHS Trust IAPT service and continues to exceed the expectations of the basic employment advice service, working closely with the DWP.

Receiving circa 100 referrals quarterly, the service is able to confidently and effectively provide support on either a short term or longer-term basis to circa 500 individuals at any one time, some of which have benefitted from OSEL support for up to 12 months. This has also contributed to the reduction of the need for more complex Mental Health

intervention.

For the reasons outlined above We believe a direct award to OSEL Enterprises Ltd is the best commissioning strategy. There remains a risk that not making a direct award will detrimentally affect a large number of individual service users and present a significant instability into a well-established, high quality, high performing service.

The lead in and mobilisation time for any new provider would present a significantly high risk and destabilise the already well established and wide-ranging partnerships and multi-disciplinary working environments in place. More importantly, service users would be affected by any change in the current service provision and risk losing the notable and not insubstantial added value brought by the incumbent Provider to the island and to the service users accessing the service.

It is considered difficult for any other Provider to deliver the same levels of service as consistently delivered by the incumbent Provider and within any reasonable amount of time as it is not possible for the current framework of provision including the wide ranging complex partnership and relationships to be established in any reasonable period of time without having a detrimental effect on service users and the wider mental health community. The decision to directly award the contract to OSEL is the safest and least risk prone route to meeting individual service user needs, maintaining the quality and efficiency of the service whilst keeping the greatest level of control of costs and securing added value for the future and for the service.

Should you have any questions regarding the content of this notice, please contact NHS South of England Procurement Services (SoEPS) via the In-Tend e-procurement messaging portal and your message will be directed to the CCG. All correspondence must be directed via the portal, please do not contact the CCGs direct

#### **II.2.6) Estimated value**

Value excluding VAT: £955,355



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## **Section IV. Procedure**

### **IV.2) Administrative information**

#### **IV.2.2) Time limit for receipt of expressions of interest**

Date

24 September 2021

Local time

9:00am

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English