

# Understanding the nursing and residential care market in Hampshire



Hampshire  
County Council

## Introductions & Timings

- Agenda & Housekeeping 10 mins
- Objectives 5 mins
- The strategic context 20 mins
- Timescales 5 mins
- PA Consulting – Benchmarking 25 mins
- Questions & Answers 20 mins
- Sum up and Close 10 mins

## Housekeeping points

- Practicalities: fire exits
- This presentation will be circulating to all invitees
- Please ask questions as we go along
- Promote the website for the duration [FAQ link](#) on our website

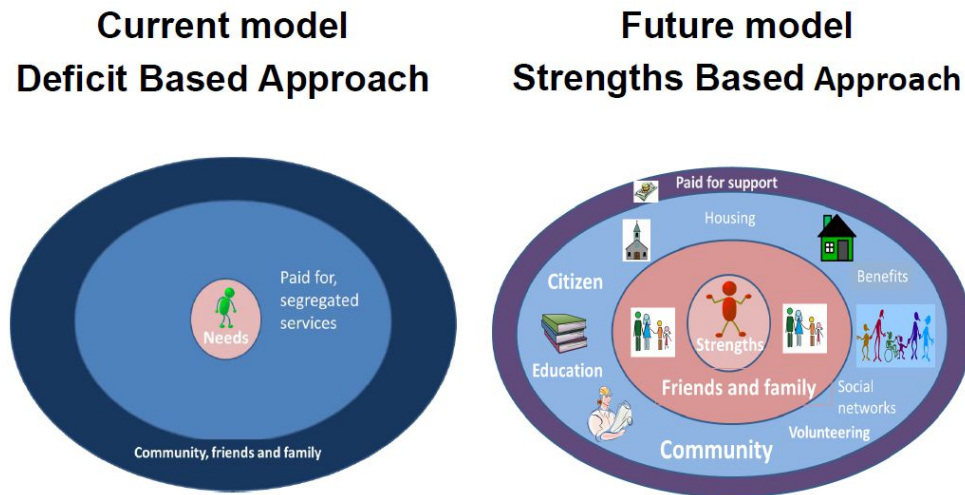
## Objectives

- Provide a context for this work as part of the wider Council strategy
- Share planned approach for engagement and understanding the cost of delivering care in Hampshire
- Demonstrate the model to underpin the approach
- Explain the upcoming exercise we will be undertaking to understand market costs; to be issued on 28 Oct 2016
- Listen to views and respond to questions
- Discuss plans for sharing the results

## The strategic context – Why a strength-based approach in Hampshire

- Required by the Care Act 2014
- The “right thing to do”: Enabling people to take control and promote self-management
- Part of the Council’s longer term “Transformation to 2017” plan
- Continued transformation will require significant and sustainable service change, whilst balanced with the responsibilities of safeguarding Hampshire’s most vulnerable citizens
- The Council has developed a plan for the future that takes account of national plans for public sector spending
- For Adult Services this will mean supporting people to do more for themselves (and the people they care for) whilst continuing to meet eligible social care needs

# What does Strength based practice look like?



- A move away from ‘fixing’ someone’s symptoms or problems
- Supporting people to recognise their strengths, talents, knowledge, skills and experience
- Key principles:
  - Strong practitioner/service user relationships based on strengths based conversations
  - Self-determination – individuals are offered choice & control, professionals have to be willing to share power instead of doing things for people
  - The community is seen as an ‘oasis’ of resources
  - Individuals can continue to learn, grow and change

## We need and want to engage with all stakeholders

- Engagement with stakeholders is key in order to
  - understand the current position of the market in Hampshire
  - identify providers who want to work with Hampshire County Council in the longer term so we can build positive and sustainable relationships that will ensure demand for service is met
  - understand the challenges faced by the market in delivering residential and nursing care services so we can work together to overcome them
- What we have done so far
  - Two provider events, plus smaller workshops with providers on Assistive Technology, Cost of care, Supplier Relationship Management, Joining a Framework
  - Soft market testing
  - Working with HCA to build and shape the market
- Next to come
  - This survey
  - Provider Expert Panel - Supplier Relationship Group commencing Jan 17
  - More comprehensive event on the proposed new framework Jan 17
  - Market and service development events for those providers on the framework prior to go live date

## We are developing new requirements for our services

- For Short Term, Assessment and Reablement beds
  - to facilitate planned respite, emergency placements and assessment and reablement services
  - linked to the hospital discharge to assess pathways
- For long stay residential and nursing care
  - Developing the specifications in collaboration with our health colleagues to ensure consistency of service and facilitate joint commissioning in the future if required
- Recent survey outcomes will inform the specification as will our engagement activities with providers
- Specifications will have a strengths based and enablement / reablement ethos running through them to support people to remain as independent as possible for as long as possible



## The services new aims & objectives

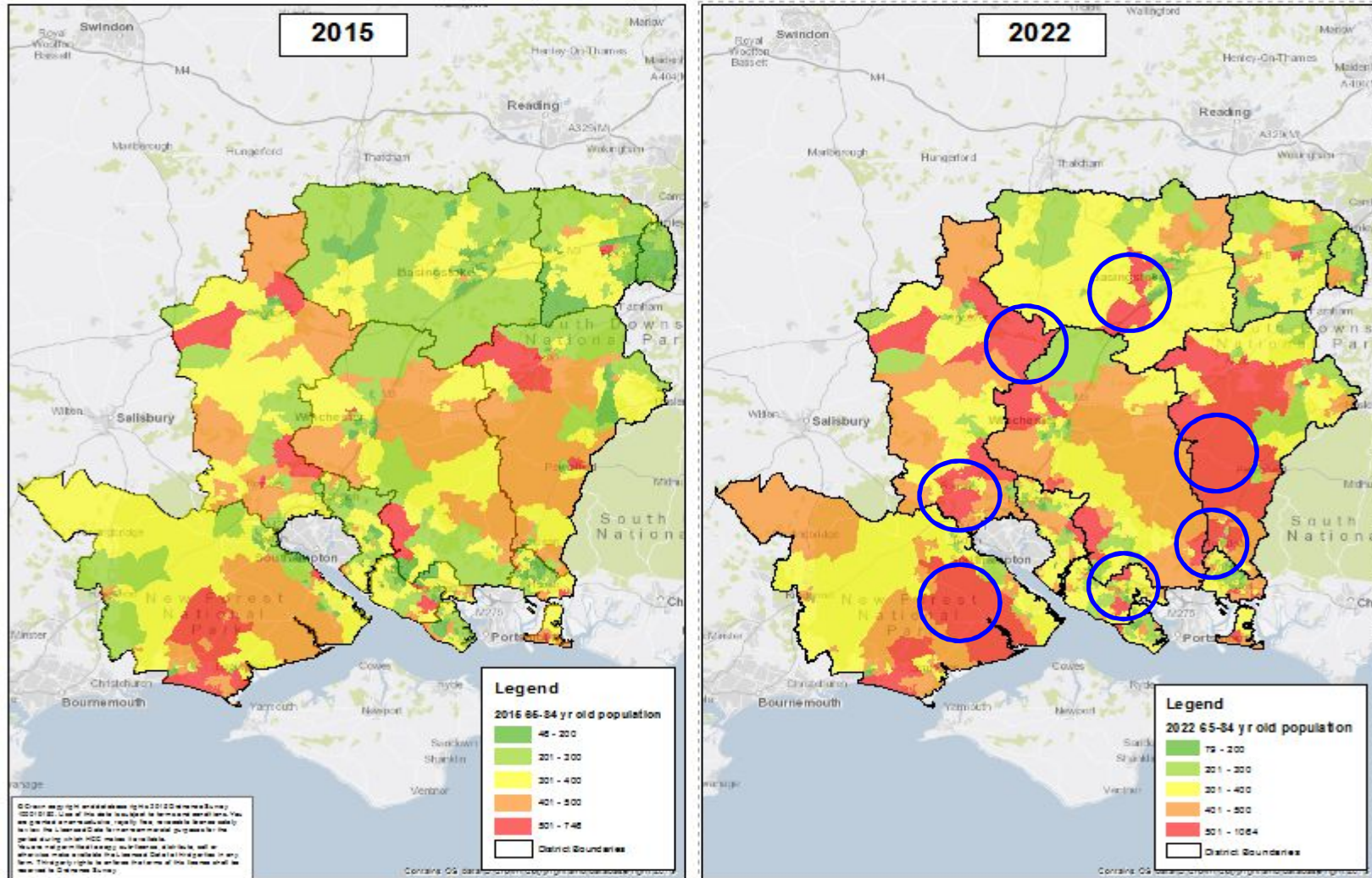
- Reduce the number of people entering long stay placements directly from hospital where appropriate through the use of short term, assessment and reablement type services delivered as part of the broader Discharge to Assess pathway and *apply a strengths based approach across all service delivery*
- Support people
  - to maintain or relearn their skills and independence, as appropriate
  - to be empowered to make the care choices that best meet their needs and aspirations
  - to have fewer and less intrusive interventions in their care journey
  - to remain living within the care setting most appropriate to their social, emotional and wellbeing needs
- This will be achieved by
  - Developing a variety of strategically commissioned services across the county to meet people's specific needs
  - Placing greater emphasis on flexible and bespoke care delivery to meet peoples fluctuating care needs

## An overview of the population in Hampshire

- It is predicted that between 2016 - 2020 the adult population in Hampshire will have grown by over 20,000 to 1,089,365 – of which 304,967 people will be aged over 65 years
- This equates to 28% of the population of which
  - 51,904 people will be over 85 .(15% increase on 2016)
  - 102,663 will be aged 75-84 . (11% increase on 2016)
  - 150,400 will be aged 65-74 . (1% increase on 2016)
- The number of people with dementia in Hampshire is predicted to increase by over 30% from 18,323 in 2012 to 24,042 in 2020
- It is estimated there will be a 16% increase in the number of hospital admissions for falls for over 65-year olds in Hampshire

# Projected growth in older population in Hampshire

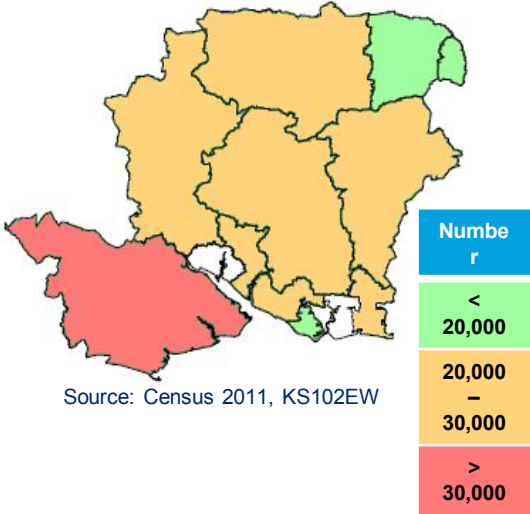
2015 and 2022 65-84 year old population per Lower Super Output Area



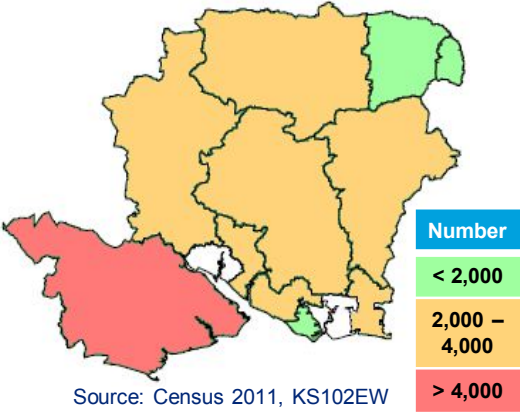
# Distribution of need amongst over 65-year old people

The spread and need of older people across the districts of Hampshire will have an impact on how Adult Services is structured and which services are delivered to meet this need

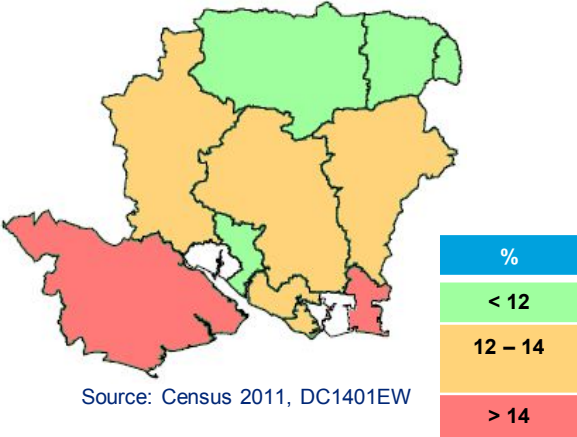
**Residents aged over 65**



**Residents aged over 85**

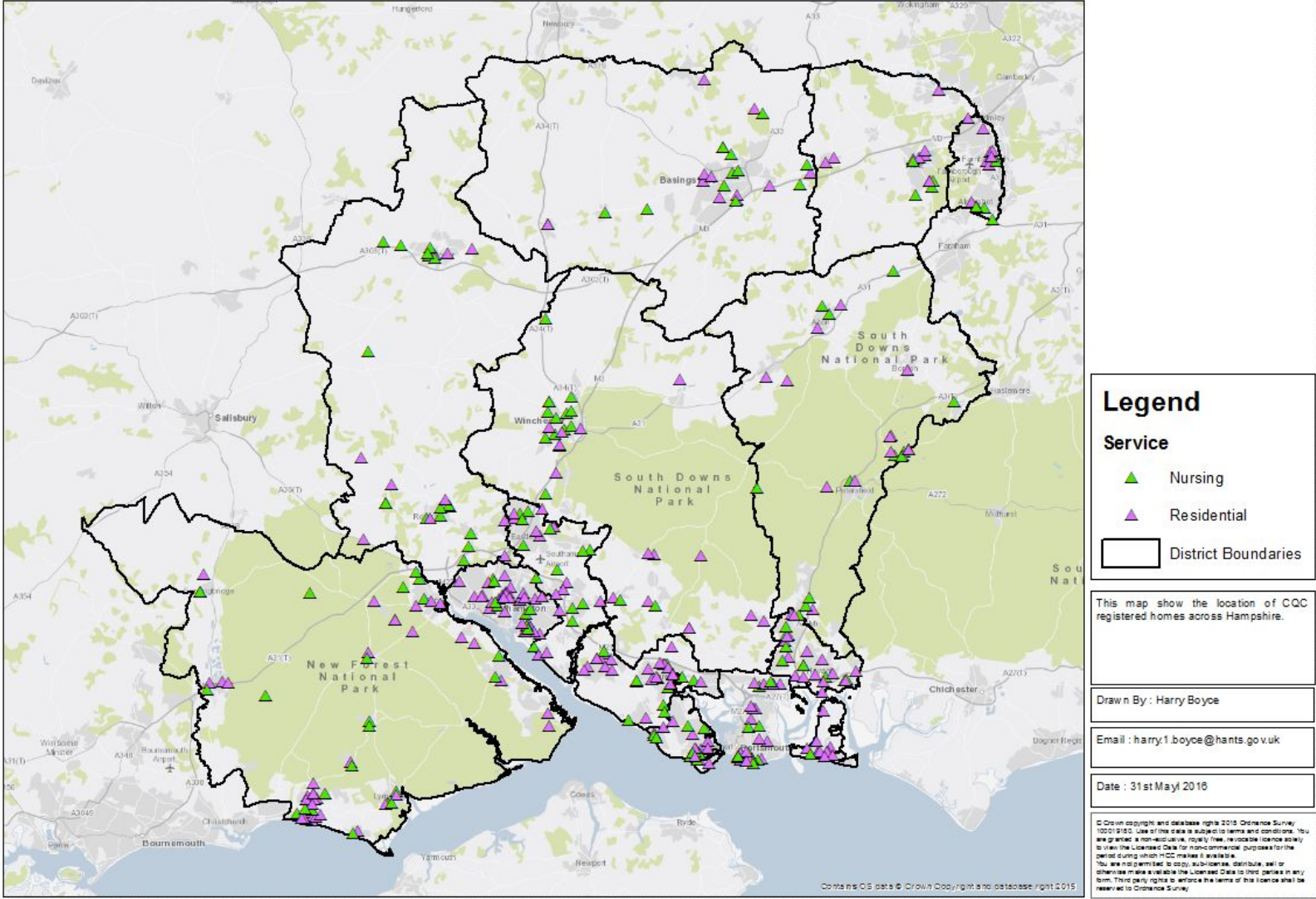


**Residents aged over 65 and living alone**





# CQC registered homes across Hampshire



## Evidence based rates – The Survey



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## An approach...

- That encourages investment
- Stabilises and then strengthens
- Makes HCC an attractive purchaser
- Starts to consider cross subsidy
- Is sustainable to HCC and the market

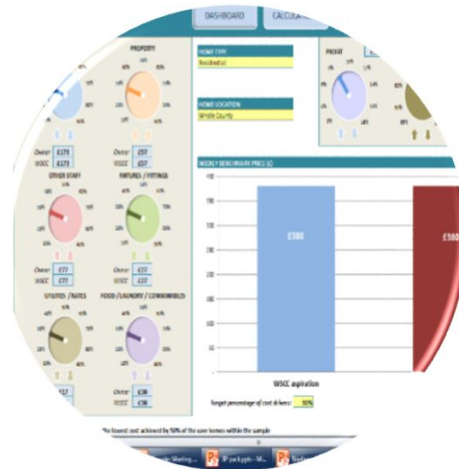
## Timescales for the exercise

- Email invitation to providers 14 Oct
- Briefings with providers 24 Oct / 27 Oct
- Benchmarking Survey – data collection 28 Oct
- Deadline for survey responses 11 Nov
- Commence benchmark model production 7 Nov
- Commence HCC internal review of results 21 Nov
- Circulation of results to contributors Early Dec



# Care Home Cost Benchmarking Model

**Steve Carefull & Jan Skonieczki**  
**PA Consulting**



# The benchmarking model is designed to improve the understanding the cost of delivering care in Hampshire

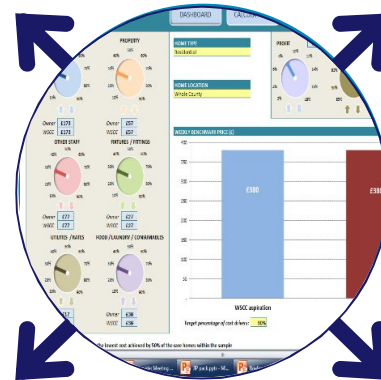
- Elsewhere this model has consistently proven to have a number of important benefits, serving as a...

## 1: Collaboration aid

*to encourage more open and honest discussions between Providers & Council*

## 2: Clarification tool

*to establish whether individual providers' prices are in line with the market*



## 3: Tool to inform rates

*to inform a sustainable 'County rate' to offer providers for a care home bed*

## 4: Market shaping aid

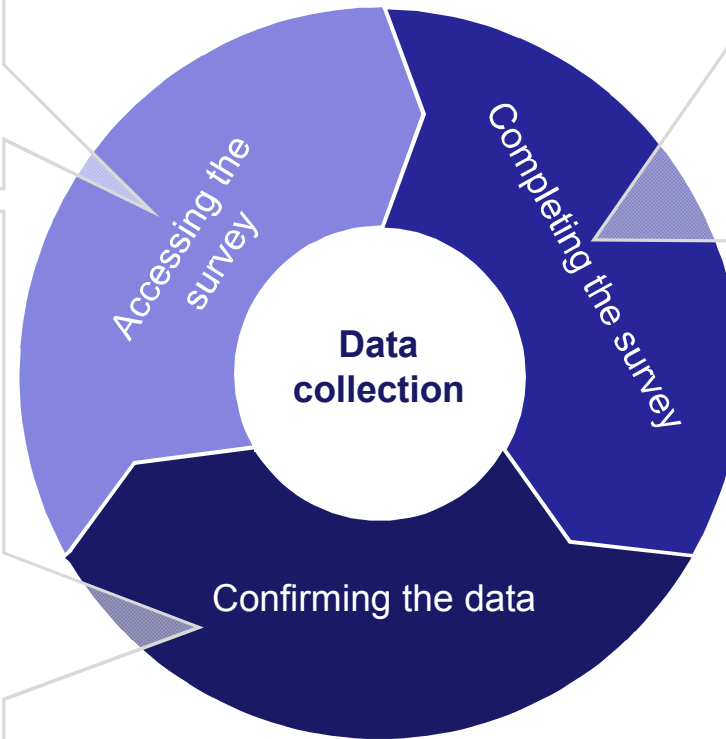
*to stimulate needed changes in provision – e.g. more Dementia capacity*



## Providers will be asked to complete a short online survey form to provide HCC with the required data

- The Council will **email** you with **guidance** on how to complete the survey
- Own more than one home?  
- **one survey for each**

- Please try to be **accurate and comprehensive**
- We will run **quality checks** on all returns
- Obvious **errors** will be followed up – we will contact you to help you to be accurate
- You are expected to make a **true and fair** response



- You will be asked for some **basic information** about your home
- The figures you provide should relate to the **total annual cost** of running your home
- There are some **required fields** – the form will not let you submit until you enter a response
- The survey is in form of a spreadsheet – you can save progress but you can submit it **once only**
- Please gather the necessary data together **offline**
- **All providers** will be encouraged to respond – the more who do, the better the outcome for all



**We have to designed this exercise to understand the impact, and changes, of both internal and external cost drivers**

- The Council seeks to understand what impact, if any, the mix of short and long-term beds has on the overall weekly cost per bed
- Additionally, we know of several external cost pressures & reductions coming into effect in the near future, such as
  - Increases to the National Living Wage
  - Auto Enrolment Employers Contribution increases
  - National Insurance Employer Contribution Rebate
- Accordingly, the Council seeks your cooperation in collecting relevant data as part of the benchmarking exercise
- This will allow understanding any impact on cost of care

## What if I have any questions about...

...filling out the survey and other technical questions?

Contact Jan Skonieczki at PA Consulting  
[Jan.Skonieczki@paconsulting.com](mailto:Jan.Skonieczki@paconsulting.com) ; 07769 960 300

...the Council's strategy or policy?

Contact Paul Keenan at Hampshire County Council  
[Paul.Keenan@hants.gov.uk](mailto:Paul.Keenan@hants.gov.uk)

**Time for Questions**



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## Sum Up & Close



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