

Business Planning / MTFs Options 2019/20 – 2023/24

Ref: PA5

Title of Option:	Care Negotiation activity of Adults Care Packages		
Priority:	People	Responsible Officer:	John Everson
Affected Service(s):	Adults Social Care	Contact / Lead:	Farzad Fazilat

Description of Option:

- What is the proposal in essence? What is its **scope**? What will **change**?
- What will be the impact on the Council's objectives and outcomes (please refer to relevant Corporate Plan 2015-18 objectives and outcomes, and Borough Plan Evidence Packs)
- **How does this option ensure the Council is still able to meet statutory requirements?**
- How will the proposal deliver the benefits outlined?

[Proposals will be mapped to the new Borough Plan Priorities/Objectives/Outcomes as they emerge – please take account of any likely changes when framing proposals]

An interim care negotiator was recruited in March 18 to work with providers of residential care, semi-independent care and supported living settings across Adult Social Care. The care negotiator used their knowledge of the market and a care fund calculator approach to renegotiate care costs down with providers in relation to overcharging in relation to actual service user needs.

The table below shows that there are potentially savings of £8,858 per week, which could equate to £460,662 annually. It is recommended that 2 care negotiators are recruited on 1 year FTC at P04 with an on cost figure of up to £114k

Financial benefits analysis					
Saving / Cost	2019/20	2020/21	2021/22	2022/23	2023/24
<i>All savings / costs shown on an incremental basis</i>	£000s	£000s	£000s	£000s	£000s
A. Gross saving	230	230			
B. Revenue implementation cost (One Off Pressure)	-114	0			
C. Ongoing revenue cost	0	0			
D. Net Saving (A+B+C)	116	230	0	0	0
E. Saving(s) already included in MTFs 2018/23					
F. New net additional saving (D minus E)	116	230	0	0	0

Impact / non-financial benefits and disbenefits
<p>What is the likely impact on customers and how will negative impacts be mitigated or managed? <i>List both positive and negative impacts. Where possible link these to outcomes (please refer to relevant Corporate Plan 2015-18 objectives and outcomes)</i></p>
<p>N/A</p> <p>Customers will not be directly impacted, staff have managed impact to ensure seamless transition. Proposal is currently in operation.</p>
<p>What is the impact on businesses, members, staff, partners and other stakeholders and how will this be mitigated or managed? How has this been discussed / agreed with other parties affected? <i>List both positive and negative impacts.</i></p>
<ul style="list-style-type: none"> • Staff - improved confidence in engaging with users and their families regarding placements. • Members - improved satisfaction of service users and their families and partner organisations; Improved reputation of Haringey Council. • Provider - enhanced relationship with Brokerage team to ensure strengths based needs are at the centre of negotiations.
<p>How does this option ensure the Council is able to meet statutory requirements?</p>
<p>The Council will continue to meet its statutory requirements under the Care Act 2014 and the Children and Families Act 2014, both of which place emphasis on needs assessment, outcomes identification and support planning.</p> <p>Improved knowledge of negotiating care costs with providers supports early help, prevention and wellbeing, promoting independence and supports families to make informed decisions about the care and support needs.</p>

Risks and Mitigation			
<i>What are the main risks associated with this option and how could they be mitigated?</i>			
Risk	Impact H/M/L	Probability H/M/L	Mitigation
N/A			