Item 1

24th November 2022

Glasgow City Council

Contracts & Property Committee

Report by: Chief Officer, Glasgow City Health and Social Care Partnership

Contact: Geri McCormick, Head of Commissioning, Ext: 72732

SOCIAL WORK SERVICES TENDER FOR THE PROVISION OF INTERMEDIATE CARE SERVICES – TENDER REFERENCE GCC005696SW

Purpose of Report:

To request that Contracts & Property Committee approve the award of contracts to the recommended providers for Intermediate Care service provision as outlined in this report.

Recommendations:

Contracts & Property Committee is requested to approve the award of Lots 1, 2, 3 and 4 as identified in pt. 4.1 of this report.

Ward No(s):	Citywide: ✓
Local member(s) advised: Yes ☐ No ☐	consulted: Yes ☐ No ☐

1 Purpose of Report

1.1 The purpose of this report is to update Committee on the outcome of the tender exercise to secure Intermediate Care Services for Glasgow

1.2 To seek approval of the award of Lots 1, 2, 3, and 4.

2 Background

2.1 Initial contracts for the provision of Intermediate Care services were put in place in 2017 for a period of 4 years.

2.2 As a result of the impact of Covid, under emergency Covid legislation, extension of these contracts was granted to September 2021. During 2021 two sets of tender activity was undertaken to secure appropriate arrangements beyond 2021.

2.3 Not all Lots were filled during the first exercise and in the running of the second exercise the potential for procedural challenges was identified and a decision was taken by Glasgow City Council to abandon that tender activity and carry out a new tender exercise.

2.4 The Tender is for an initial period of three years with an option to extend by a maximum of two years (1 plus 1).

3 Tender Evaluation

3.1 The tender was developed on a similar model to previous tender exercises. The requirement was to establish 75 Intermediate Care beds across the city.

3.2 The Lots are shown below, Tenderers selected which of the Lots they wished to apply for, there was no limit on the number this could be.

Lot	Geographical Area	No. of Beds
1	North East	15
2	South	15
3	South	15
4	North West	15
5	North West	15

3.3 The total maximum value of the tender is £4,095,936 per annum.

3.4 The tender evaluation was based upon the most economically advantageous tender (MEAT) for the Council based on a split of 60% Quality and 40% Price.

Weightings for all 5 Lots			
Criteria	**Value**	**Sub-Criteria**	
Quality	60%	Service Requirements	15%
		Service Delivery	19%
		Staffing & Staff Support	21%
		Workforce Matters	5%
Price	40%	Price/Commercials	40%

3.5 A total of 12 bids were received from eight (8) organisation's, no bids were received for Lot 5 (North West).

4. Recommended Providers and Proposed Action

4.1 This tender has resulted in the recommendation that providers are awarded a contract for Lots 1,2,3 and 4.

4.2 The tender outcome is shown below, further detail is contained within Appendix 1:

Lot	Geographical Area	Provider	Total Score	Rank
1	North East	Guthrie Court Ltd	90.27	1
2	South	Oakminster Healthcare Ltd	92.36	1
3	South	JSL Care Ltd	89.69	1
4	North West	Oakbridge Care Ltd	87.04	1
5	North West	No Award – No Bids received.		

4.3 The Health & Social Care Partnership will consider the implications and any future procurement activity in respect of Lot 5.

5 Policy and Resource Implications

Resource Implications:

Financial:	These contracts will ensure Best Value as they have been awarded on the basis of most economically advantageous, taking account of cost and quality. The maximum cost of the 75 Intermediate Care beds is £4,095,936 per annum which will be funded from existing resources.
Legal:	Subject to the approval of the Contracts & Property Committee, the Head of Legal and Administration will be required to formally conclude contracting arrangements in respect of the recommended provision.
Personnel:	There are no personnel implications for the Council as a result of this report.
Procurement:	The recommendations support transparent commissioning and adherence to relevant legislation and Standing Orders.
Council Strategic Plan:	Intermediate Care supports priority number 38 in respect of promoting early intervention and preventative services. It is essential to ensure that Glasgow looks after its vulnerable people by enabling more people to live at home independently.
Equality and SocioEconomic Impacts:	
Does the proposal support the Council's Equality Outcomes 2021-25? Please specify.	Yes, by adopting a rights and strength based approach to improving outcomes for those requiring support
What are the potential equality impacts as a result of this report?	Intermediate Care will offer improved support to vulnerable individuals when they need it and improve their chance of remaining within their own homes.
EQIA carried out:	No
Please highlight if the policy/proposal will help	The Intermediate Care contracts will strengthen sustainability of services for service providers by encouraging payment of the Scottish Living wage

address socioeconomic disadvantage.	enabling better recruitment and job retention and supporting national policy. Fair working practice were included as part of the evaluation.
Climate Impacts:	
Does the proposal support any Climate Plan actions? Please specify:	Not directly
What are the potential climate impacts as a result of this proposal?	N/A
Will the proposal contribute to Glasgow's net zero carbon target?	N/A
Privacy and Data Protection Impacts:	DPIA as established under the NCHC has been applied to this service provision.

6 Recommendations

6.1 Contracts and Property Committee is requested to approve the award of Lots 1, 2, 3, and 4 as identified in section 4.2 of this report.

APPENDIX 1

Older People – Intermediate Care Tender

12 bids were received from 8 organisations, as shown below:

Provider	Care Home	Lots Submitted
DB Quality Care LTD	DB Quality Care LTD	1, 2, 3
Advinia Health Care Limited	Golfhill Care Home	1
HC-One Limited	Northgate House	1
HC-One Oval Limited	Ailsa Craig	2
Hogganfield Care Ltd	Hogganfield Care Home	1
JSL Care Ltd	Glenlivet (Lot 2) Bonnyholm (Lot 3)	2, 3
Mericourt Limited	Guthrie Court T/A Burlington Care Home	1
Oakminster Healthcare Ltd	Chesterpark (Lot 2) Oakbridge (Lot 4)	2, 4

1 provider (who had submitted bids for 3 Lots) failed financial assessment and did not progress to further evaluation.

Evaluation Score Tables

Lot 1 – NORTH EAST					
Rank	Provider	Commercial	Quality	Fair Work	Total
1	Mericourt Ltd	40	46.27	4	90.27
2	Hogganfield Care Limited	36.28	44.83	3	84.11
3	HC One Limited	36.29	32.85	3.5	72.64
4	Advinia Health Care Limited *	N/A	14.36	1	N/A

*Advinia – Did not provide a price per bed hence it was not possible to establish a score for the Commercial aspect of their bid or conclude their evaluation.

Lot 2 - SOUTH					
Rank	Provider	Commercial	Quality	Fair Work	Total
1	Oakminster Healthcare Limited	40	47.86	4.5	92.36
2	JSL Care Limited	39.91	45.19	4.5	89.6
3	HC One Oval Limited	39.92	36.53	4	80.45

Lot 3 - SOUTH					
Rank	Provider	Commercial	Quality	Fair Work	Total
1	JSL Care Limited	40	45.19	4.5	89.69

Lot 4 – NORTH WEST					
Rank	Provider	Commercial	Quality	Fair Work	Total
1	Oakbridge Care Limited	40	43.54	3.5	87.4

Lot 5 – NORTH WEST					
Rank	Provider	Commercial	Quality	Fair Work	Total
	NO BIDS RECEIVED				

The contract is expected to run for a minimum of 3 years. Commencing 30th January 2023 and ending on the 29th January 2026. The Council will have an option to extend the contract for a period of two 1 - year periods which will be exercised by the Council serving notice on the Bidder in accordance with the council's Terms and Conditions.