



# Improving Commissioning in Manchester

Mike Wild

Chief Executive

[mike@macc.org.uk](mailto:mike@macc.org.uk)

[@MikeWildMacc](https://twitter.com/MikeWildMacc)

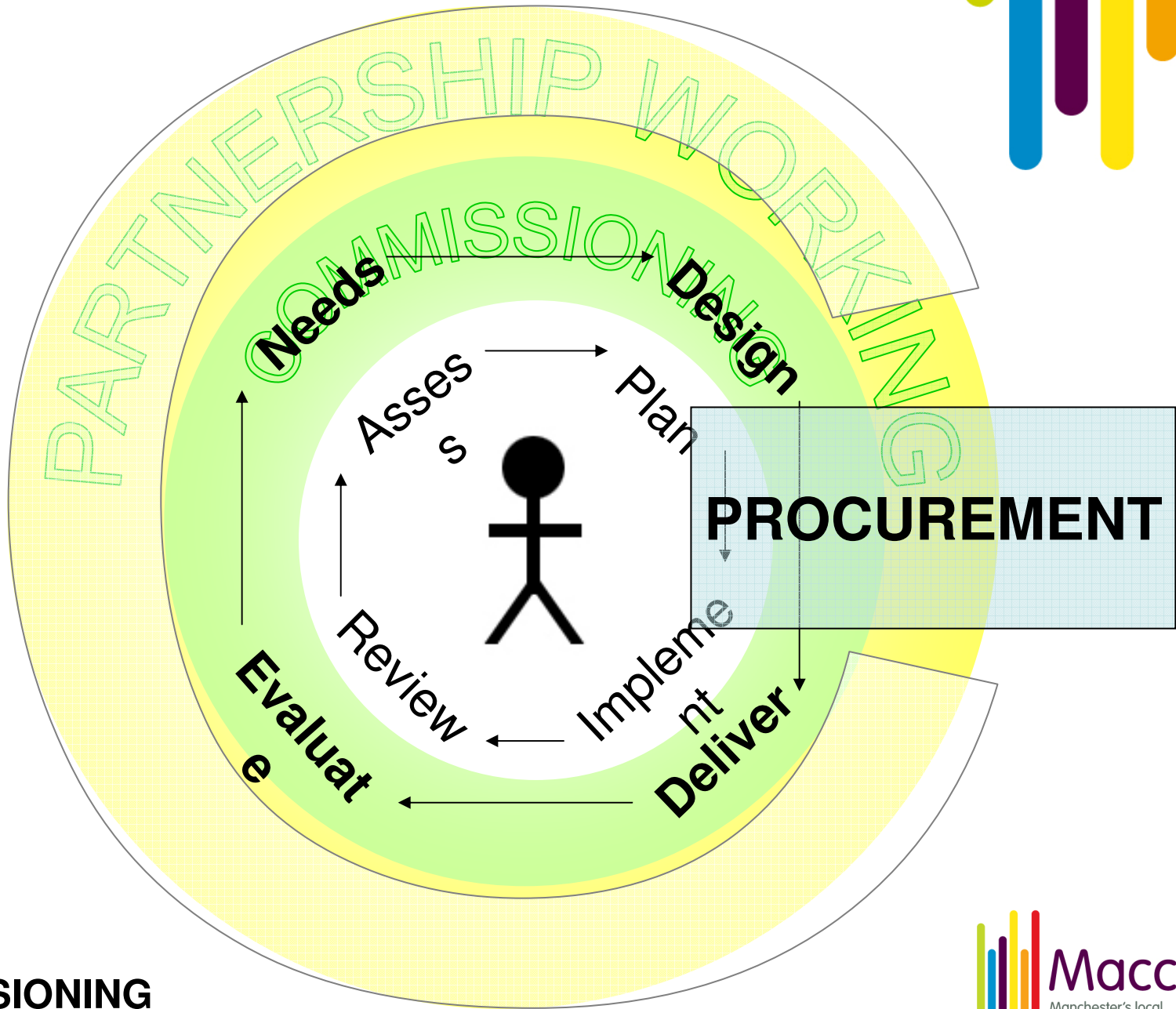


Like I said in 2008....  
it's now or never

# Commissioning



- Mechanism for using money to meet the needs of a community
- Analyse and anticipate demand
- Establish & manage supplier contracts
- A process.....?



# THE COMMISSIONING CYCLE

# Voluntary Sector vs Commissioning?

- Providers of services
- Voice of the local community
- Equalities and Inequality
- Consortia & Partnerships
  - Timescales
  - Marriage of convenience?
- Diversity of the sector
- A stalking horse?





# Where it's at

- Changing structures
- High levels of intention but limited understanding
- Good relationships & willingness to collaborate
- GIGO: data or wisdom?
- Default position: tender for everything!
- A “balanced mix of providers”
- Localism
- Social Value
- Community Budgets

# Who?

- Manchester City Council
  - Departments (Children's, Adults, etc.)
  - Regeneration Teams
  - Central Support (Procurement)
- NHS
  - Clinical Commissioning Groups
  - Hospital Trusts
- Police Commissioner
- Central Government



# Common difficulties

- Timescales
- 'transaction costs'
- Complex paperwork
- Evidence vs innovation
- Contract management issues
- Community involvement
- Political involvement
- Not just a process... a culture of working





# Learning



- **Building influence** – participation in Children’s Services district panels
- **Creating collaboration** – food and health projects
- **Minority needs and an underdeveloped market** – BME mental health provision
- **Supporting the sector** - Business Improvement Service...
- **Developing Practice** – Children’s Services & Youth Service, Good Practice Guide



# Opportunities

- Opportunities will arise
- Voluntary and community groups are well placed but not always well developed
- Get involved in
  - Planning
  - Designing
  - Reviewing the impact of commissioning activities
  - Tendering / bidding **...if it's relevant**

# More information...?

- **City Council:**
  - [www.the-chest.org.uk](http://www.the-chest.org.uk)
  - [www.manchester.gov.uk](http://www.manchester.gov.uk)
- **Government:**
  - [www.contractsfinder.businesslink.gov.uk](http://www.contractsfinder.businesslink.gov.uk)
- **Manchester**
  - [www.manchestercommunitycentral.org](http://www.manchestercommunitycentral.org)



Communities and Neighbourhoods

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## Third Sector Policy and Grants

### Commissioning and the Third Sector

Manchester City Council spends nearly £400m on supplies and services. Some of us these are services provided by the Third Sector particularly for Adult and Children's Services.

Commissioning is the whole cycle of assessing the needs of people in an area, designing and then securing an appropriate service to provide for those needs, followed by a review to inform future commissioning.

For general information about commissioning in Manchester and the Manchester Model please follow the link below:  
[Manchester City Council Commissioning](#)

to find out about current tenders or to register your organisation and access contract opportunities for Manchester City Council, and the North West, please use the following link to: [Manchester City Council's e-tendering Portal \(The Chest\)](#)

To help third sector organisations understand Commissioning in Manchester a guide has been developed by the Manchester Partnership Working Group.

Link to: [A Guide for Commissioning in Manchester with the Third Sector](#)

When decommissioning is considered various criteria needs to be taken into account and consultation will be undertaken so the process by which the Council reaches decisions is clear and transparent.

Link to: [A Guide for Decommissioning - Basic Principals](#)

ADDITIONAL ITEMS  
Downloads  
• [BSA1 Application Form](#)  
• [Cash Grant Application Form](#)  
• [SME Revenue Funding 2009-2012](#)  
• [All downloads](#)

FAQs  
• [What is the maximum age that a grant will be awarded for going to university?](#)

Services  
• [Grants - voluntary and community groups](#)  
• [Voluntary sector - support and advice](#)

News  
• [Major new grant funding for three Manchester cultural institutions 24 January 2012](#)  
• [Grants available for International Women's Day 2012 10 November 2011](#)

Meetings  
• [School Funding Forum 1 March 2010](#)  
• [School Funding Forum 25 January 2010](#)

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Key Topics & Issues

[Black and Minority Ethnic,](#)  
[Capacity Building, Children](#)  
[and Families,](#)

[Commissioning, Community](#)  
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## Welcome to Manchester Community Central

**News Flash: Macc to the future 20 Sept - come and meet the team and find out what we can offer you**

## News Headlines

[Miles Platting You Decide is back](#)

Post date: 14/09/2012 - 12:23

Adactus Housing has once again set aside a pot of money and would like to put you...

[BBC TV's The One Show Seeks Community Projects in Need of Help Across the UK](#)

Post date: 14/09/2012 - 12:20

The BBC TV's The One Show is looking for community projects across the UK that...

[Working with business capacity building event](#)

Post date: 14/09/2012 - 12:18

The National Youth Agency, funded by the Local Government Association, is working...

## Blog Updates



Mike Wild -  
Chief Executive

[No, we're not calling ourselves 'Big Macc'](#)

Post date: 12/09/2012 - 13:51

 Search

Latest Training

[Setting up a registered charity](#)

[Managing a community building](#)

[ILM Level 3 Certificate in  
Managing Volunteers  
\(Excellence in Volunteer  
Management\)](#)

[Measuring Social Impact](#)

[Love Your Tender](#)

**'No  
wrong  
door'**



**Macc**

Manchester's local  
voluntary & community  
sector support organisation



# Commissioning Support

- Commissioning Strategic Lead
- Directory of current commissioning activity
- Kitemark
- Training for groups
- Training for commissioners
- Seminars
- Good practice guide updated
- Support for pathway-based partnerships
- [commissioning@mcrcommunitycentral.org](mailto:commissioning@mcrcommunitycentral.org)



- Legal status of provider, eg sole trader, partnership, private limited company
- Certificate of incorporation, company type and number
- Charity or CIC number
- Audited accounts for last three years, including profit and loss and turnover
- VAT registration number
- Banking details
- Information on any related companies and consortium arrangements, including sub-contractors
- Details of insurance cover for:
  - public liability insurance
  - employer’s liability insurance
  - professional indemnity insurance
- Bonds or guarantees from bank (if asked for)
- References from, or contact details of, current and/or previous clients
- Directors’ and relevant staff’s CVs/biographies (including any disqualifications and current employment details, for conflicts of interest)
- Management and organisation structure
- Workforce information – number of employees, staff turnover, and percentage of management
- Equal opportunities policy
- Environmental policy and details of any environmental management system/process
- Data protection policy
- Freedom of information policy
- Health and safety policy
- Safeguarding policy (if relevant to tender)
- Human resources policy/strategy
- Membership of recognised professional bodies
- Quality standards certificates: Investors in People / PQASSO / ISO Standards (if applicable) / other
- Risk assessment and management systems Including business continuity plans
- Breakdown of costs and unit prices
- Details of any outstanding or pending legal disputes
- Brief description of organisation’s history, purpose and current services
- Details of current contracts, projects and related work
- Examples and evidence of ability to deliver service specification of the contract

# Some Questions

- What would help your organisation?
- Commissioning & small groups?
- How should we share information?

