

This paper relates to  
Agenda Item 16



**Title/Subject:** Market Facilitation Plan  
**Meeting:** Integration Joint Board  
**Date:** 5 August 2016  
**Submitted By:** Chief Officer  
**Action:** For Decision

## **1. INTRODUCTION**

- 1.1 As part of the Strategic Planning process, each Health & Social Care Integration Partnership is required to publish a Market Facilitation Plan. The purpose of this report is for the Integration Joint Board to consider and approve the draft Market Facilitation Plan attached in Appendix 1.

## **2. RECOMMENDATION**

The Integration Joint Board is asked to:

- 2.1 agree the Market Facilitation Plan set out in Appendix 1.
- 2.2 note that an update on progress with the delivery of the Market Facilitation Plan objectives will be provided in line with the annual review process for the Partnership's Strategic Plan.

## **3. BACKGROUND**

- 3.1 Each Health and Social Care Integration Partnership is required to publish a Market Facilitation Plan. The plan is the process by which strategic commissioners seek to influence and shape the market to ensure that there is a diverse range of affordable provision to deliver effective outcomes for people and meet the needs of the population, both now and in the future.
- 3.2 The Falkirk Integrated Strategic Plan 2016-2019 references the development of a Market Facilitation Plan, as a means of giving the Partnership a good understanding of the current levels of need and demand, in order to help support and shape the market going forward.
- 3.3 Market Facilitation is a key aspect of the strategic commissioning cycle, encompassing a range of activities to promote the successful development of services to meet the needs of the local population effectively. These activities should include the development of an accurate picture of local need and markets.

## **4. MARKET FACILITATION PLAN**

4.1 The plan represents the continuation of a dialogue with service providers, service users, carers and other stakeholders about the future shape of our local social care and support market.

4.2 The draft plan has been subject to wide ranging consultation and is attached in Appendix 1 for approval. It is structured around the following sections:

- Foreward;
- An outline of what is Market Facilitation;
- The intended audience i.e.: who the plan is for and how it will support them;
- Changes and Challenges;
- Priorities and Outcomes;
- Key Market Messages;
- How providers can begin to adapt;
- Approaches considered important for market engagement;
- Scope of services currently delivered.

4.3 In summary, the plan identifies a continuing increase in demand for care and support, against a back-drop of constrained financial resources. As such the key messages to the market are:

- The need to develop support that provides early intervention and prevention, to enable a move away from long term dependent care provision;
- A focus towards shorter term intensive social care and support packages aimed at enablement and returning home;
- The emphasis on personalisation, the delivery of individual outcomes and Self Directed Support mean that we need to consider new delivery models of social care and support;
- An increase in self-care initiatives to support long term health and wellbeing;
- The role of information and advice in the market is expected to grow to support people in taking choice and control over how their needs are met;
- The use of assistive technology needs to be further embedded into mainstream support provision;
- There needs to be capacity building within the unpaid carers sector;
- Services for people with learning disabilities will need to offer a broader range of stimulating experiences for the service user and carer.

- 4.4 The aim of the plan is to communicate these messages and thereafter enable and provide a basis for early engagement and consultation with the market on how best to respond to these key messages. Engagement will take place through existing communication channels and provider forums, with the aim of developing a joint action plan to support the delivery of the Market Facilitation Plan and Strategic Plan objectives.

## **5. CONCLUSIONS**

- 5.1 The Market Facilitation Plan aims to provide a platform upon which commissioners and providers can work together to strengthen relationships and forge improved outcomes for service users and their carers.
- 5.2 The publication of the plan signals the Partnerships intention to engage, listen and support the market, providing opportunities for improvement and solutions to enable people in Falkirk to live full and positive lives within supportive communities.

### **Resource Implications**

Whilst there are no direct financial implications arising from the adoption of the Market Facilitation Plan, the partnership currently procure c£60m per annum of adult health and social care services.

The plan will therefore provide a basis upon which to make the most efficient and effective use of existing budgets, to not only deliver efficiencies but also create capacity for investment to meet the increasing demand for care services.

### **Impact on IJB Outcomes and Priorities**

The Market Facilitation Plan aligns with the Falkirk Integrated Strategic Plan 2016-2019 and is a core element to the delivery the Strategic Plan outcomes and priorities.

### **Legal & Risk Implications**

Health and Social Care integration, as set out in the Public Bodies (Joint Working) (Scotland) Act 2014 requires that each Integration Authority prepares a Strategic Plan. The Market Facilitation Plan is a core annex to the Strategic Plan.

### **Consultation**

The Market Facilitation Plan has been developed in consultation with representatives from Procurement & Commissioning; Adult Services; Health and Scottish Care. Consultation has also taken place through the Partnership's Strategic Planning Group, which has a broad representation.

Following publication, communication and discussion with providers will take place through a variety of mechanisms, including specific provider forums and direct engagement.

## **Equalities Assessment**

There are no specific equality implications arising from the adoption of the Market Facilitation Plan.

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Approved for submission by: Patricia Cassidy, Chief Officer

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**Date: 28 June 2016**

### **List of Background Papers:**

1. Falkirk Integrated Strategic Plan 2016 - 2019