

Policy and Sustainability Committee

10am, Tuesday 6 August 2020

Award of Contracts for Edinburgh Thrive “Get Help When Needed”

Executive/routine
Wards
Council Commitments

1. Recommendations

- 1.1 This report seeks the approval of the Policy and Sustainability Committee to award nine new contracts to deliver a range of services to support people’s mental and health wellbeing.
- 1.2 The contract duration will be from 1 December 2020 for 60 months (with the possible extension of a further 36 months).
- 1.3 Note the extension of current Wellbeing Providers to 31st November 2020 to enable a three months-notice period to be given to current providers (4-month period allowed under Contract Standing Orders, while undertaking a tender process).
- 1.4 The approximate maximum total value of the contract is £20,880,000. The annual value varies throughout the term of the contract to incorporate annual increments based on the Scottish Government Funding.

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Award of Contracts for Edinburgh Thrive “Get Help When Needed”

2. Executive Summary

- 2.1 Edinburgh Thrive aims to create a city where every individual realises his or her own potential, can cope with the normal stresses of life, can work productively and fruitfully, and is able to contribute to her or his community. Recognising that our ability to thrive as human beings and as a city is closely tied to our mental health, the Lord Provost chairs the Edinburgh Thrive Mental Health Assembly which aims to draw on - and plug into - the ongoing work of the City Vision, Edinburgh Health and Social Care Partnership, Edinburgh's Poverty Commission, the Community plan and City Region Deal. At the heart of this work is a strong commitment to promote mental health and protect our citizens' resiliency, self-esteem, family strength and joy and reduce the toll of mental illness on individuals, our communities and our city.
- 2.2 The Commissioning Plan for Thrive Edinburgh (Adult Health and Social Care) sets out an ambitious plan to redesign and develop community assets and services across the city to support people's mental health and wellbeing. This is in line with the Scottish Government's National Mental Health Strategy and legislation requirements of the Mental Health (Care and Treatment) Act (Scotland) 2003 and The Carers (Scotland) Act 2016.
- 2.3 The Edinburgh Integrated Joint Board issued two directions which inform the commissioning and delivery of these services which meet the objectives as set out in the *Edinburgh Health and Social Care Partnership Strategic Plan 2019 – 2022* which are further detailed in the *Edinburgh Thrive Adult Health and Social Care Commissioning Plan*.

EIJB-22/10/2019-1

For those services that are not covered by a specific direction, the City of Edinburgh Council and NHS Lothian will continue to provide services within current budgets, and in accordance with statutory and regulatory obligations, policies and procedures, endeavouring to meet national and local targets and the strategic objectives laid out in the Strategic Plan.

EIJB-22/10/2019-5

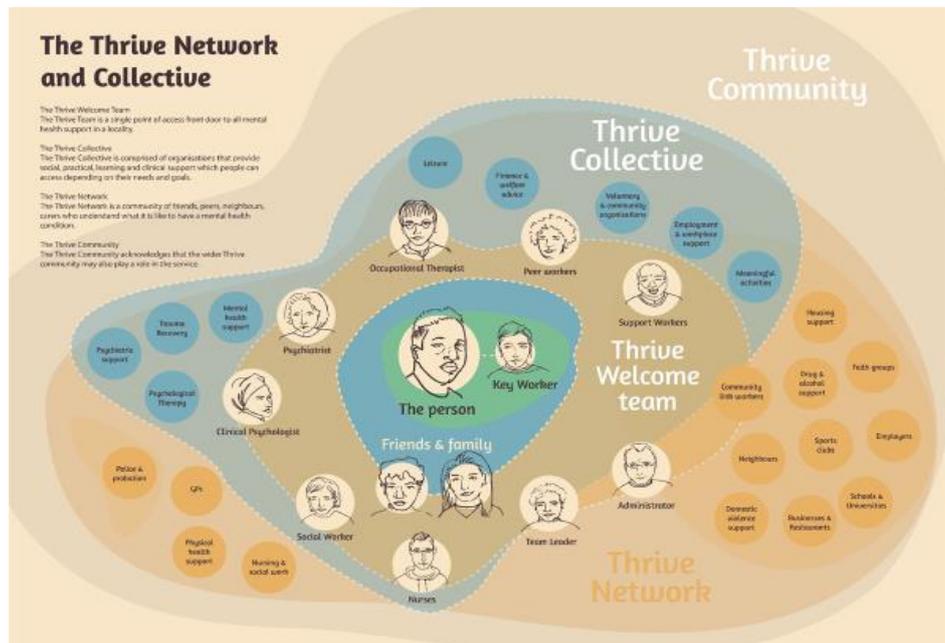
Implement the Scottish Government's National Mental Health Strategy to improve the response to distress in A&E, police, primary care, custody and prison settings by employing 12 WTE staff.

- 2.4 As such, it is recommended that the Policy and Sustainability Committee support the recommendation to approve the award to providers to support the establishment of the Thrive Welcome teams and the Thrive Collective, delivering a range of support and interventions to ensure that people get the help they need, when required.

3. Background

- 3.1 The Commissioning Plan for Thrive Edinburgh (Adult Health and Social Care) forms a key part of the Edinburgh Integrated Joint Board's Partnership's Strategic Plan and the city-wide Edinburgh Thrive Initiative. This sets out long-term strategic aims to promote mental health and protect our citizens' resiliency, self-esteem, family strength and joy and reduce the toll of mental illness on individuals, our communities and our city.
- 3.2 A key workstream - "Get Help When Needed" within the Commissioning Plan aims to ensure that people experiencing distress and mental health problems can access help when they need it, recognising that responses need to be person centred, easy to access and meet a wide range of needs. A solid foundation with The Edinburgh Wellbeing Public Social Partnership (from 1st November 2017 to date) created a number of locality and city-wide programmes and initiatives which bring together services to support people's mental health and wellbeing. This co-produced work was instrumental in Edinburgh being selected as one of four UK sites (funded by the Big Lottery) to implement the lessons learnt for the Living Well Lambeth programme which transformed access to mental health services within that London borough.
- 3.3 All this work combined and evolved into an intensive coproduction process with stakeholders across the city who designed a new open access model. This comprises "Thrive Welcome Teams" in each locality staffed by a range of professional staff from statutory and third sector services. The team would offer brief assessment and formulation in line with the three conversations model leading to a jointly agreed plan with the client regarding next steps. These next steps may include support with social problems; distress brief intervention; psycho-education; community connecting; employment and meaningful activities; arts; green activities; group psychological therapy; individual psychological therapy; medication review. This is radical reframing of how we deliver services across the city, for both statutory and 3rd sectors, as well as building on naturally occurring community support.

- 3.4 This led to the proposal to establish the Thrive Welcome Teams and The Thrive Collective.



- 3.5 The coproduction process concluded that the peer workers and senior support workers in Thrive Welcome Teams would be employed by the 3rd sector and a number of the Collective Services would be delivered by third sector partners. These ideas were detailed and refined in service specification for the 9 Lots which would be tendered.

4. Main report

- 4.1 In September 2019, a Prior Information Notice (PIN) was published to invite interested providers to a Co-production event on 18 September 2019. The event described the new concept with the aim to deliver a range of services and programmes to support the delivery of Edinburgh Thrive Centres and Networks which are a key development in the city's Thrive Strategy for Mental Health and Wellbeing. The Edinburgh Thrive Commissioning Plan is building on the work and relationships achieved to date through the Edinburgh Mental Health Wellbeing Public Social Partnership which facilitated a test of concept and change in service delivery arrangements in collaboration with eighteen Third Sector providers.
- 4.2 The event described the outcomes and the tender process. It also stated that the Council welcomed consortium-based bids and as such, hoped that organisations networked as part of the event. Additional training was provided in October and November 2019 by EVOC and Partnership4Procurement with the aim to have organisations bid ready. FAQ and draft specifications have been published in advance for comment and co-production purposes.

- 4.3 The Competitive Procedure with Negotiation was published on 16 December 2019 with a tender return date of 7 February 2020.
- 4.4. The intention was to create “open access’ Thrive Welcome Teams and networks in each locality. These have the potential to improve outcomes for people by making sure that people get help when needed, promoting the principle of prevention and early intervention and form a central component of the Edinburgh Thrive Strategic Commissioning Plan for Mental Health.
- 4.5 The total maximum annual value of contracts to be awarded was £2,610,000. There were nine lots summarised below:

Lot	Max Amount	Short Description
Thrive Welcome Teams (one in each locality)	Up to £888,000 (up to 222,000 per Locality)	Employment of Thrive Welcome Workers and Peer Workers
Thrive Collective Directly commissioned services which the Thrive Welcome Team can facilitate easy access to a range of support, care and interventions		
Thrive Locality Team (one in each locality)	Up to 730,000 (up to 183,000 per locality)	Includes emotional and psychological support; reflecting characteristics of local population
Places and Spaces	Up to 540,000	Providing safe places for people to connect that are inclusive but not exclusive; maximising use of the city’s assets; include a focus on evening and weekend opening
Physical Activity and Green Spaces	Up to 250,000	Maximising city’s assets
Arts and Creativity	Up to 65,000	Delivering to a year-long “A Sense of Belonging Arts Programme”, administering a grants programme and maximising the city’s cultural assets
Peer Development	Up to 50,000	Community of practice to support development of peer workers and peer work across the city
Service User Led Research	Up to 30,000	To ensure there are increased opportunities for service user-led research which reflect the priorities identified by the Thrive Partnership.
Carers Support	Up to 32,000	Supporting carers as new services are developed
Service User led Support Groups	Up to 25,000	To support peer led self-help / support groups for people with mental health conditions
Total	Up to £2,610,000	

- 4.6 As part of the tender process, there is a question and answer function within Public Contracts Scotland and a potential bidder requested an extension on the tender

deadline date. The provider stated that they required the additional time to confirm that their partnership bid was agreed by all relevant organisational boards and to ensure that their bid met the full requirements of the specification.

- 4.7 The request for more time was considered and the risks associated with not allowing the additional time, outweighed the delay to the process. It was deemed necessary to add a further 4 weeks, until 9 March 2020, to the tender process. The extension was agreed to ensure that all bids (especially partnerships) should be in the best interests of the service users by encouraging a diverse range of services; as reflected within the specifications and the questions within the tender submission. The extension did allow partnerships to be formed, which bring together approaches and organisations in order to achieve the optimum outcomes for the people of Edinburgh.
- 4.8 The Finance and Resource Committee approved the extension of the current Wellbeing PSP contracts until 30 September 2020. The total value of the extension is £1,055,000.
- 4.9 This enabled the procurement process to be extended with all new contracts to be in place by 1 October 2020. However, the impact of COVID-19 and the opportunity for the Edinburgh Integrated Joint Board to reflect on any new contract awards on 21st July 2020 required to be factored in to the timeline. In order, to allow current providers, their 3 month notice period, it has been deemed necessary to extend the contracts by a further 2 months only. The Contract Standing Orders (CSOs) allows for this, while a tender process is underway.
- 4.10 22 bids were received, most of which are partnership bids. All tenders received were evaluated based on most economically advantageous tender (MEAT), weighted 80:20 for quality and price. Due to the nature of the contract, the quality of the end service is of the utmost importance, as such 80% was allocated to quality and 20% to cost, keeping in line with the Council's requirement to achieve best value for money. Details of the evaluation criteria can be found in Appendix One.
- 4.11 As part of the tender submission, information was requested from providers on whether or not the organisation intended to employ workers (including any agency or sub-contractor workers) on zero hours' contracts and whether or not the organisation intended to pay workers (including any agency or sub-contractor workers) the Living Wage. The response to these questions were for information only and were not scored, however, the due diligence process enabled responses to be verified and queried with potential providers. The tender also sought confirmation that Fair Work practice was embedded in the organisation. This was not evaluated but evidence was required as part of submissions.
- 4.12 The Competitive Procedure with Negotiation, allowed for Evaluators to do further due diligence (gap analysis) on the bids. This feedback was given to the providers as part of the negotiation. All bidders were allowed the opportunity to fine-tune their bid and re-submit. The aim of the process was to support providers to improve

which in turn should ensure a higher quality service and allow the opportunity for negotiation.

- 4.13 The Evaluation process continued throughout COVID-19 measures, with input from members of the Health and Social Care Partnership, EVOC, and Council Officers.
- 4.14 All providers were assessed as meeting the minimum quality threshold and the price was based on the annual budget of providing the service as detailed within the specifications and their bids. A Fair Work Practice statement was required from all providers. A breakdown of scoring can be found in Appendix |Two.
- 4.15 The designated Contract Manager for the Edinburgh Health and Social Care Partnership will be responsible for monitoring delivery and reporting of Community Benefits by the individual providers. Appendix Three sets out the providers and contracts.

5. Next Steps

- 5.1 Subject to approval, the services will commence from 1 December 2020, and will allow the Council and Edinburgh Health and Social Care Partnership to meet its obligations with regards to providing Mental Health Services to citizens within the City of Edinburgh.
- 5.2 All potential providers have been kept in communication throughout the procurement process and are aware that award of contract and contract start dates are dependent upon committee approval.

6. Financial impact

- 6.1 The providers have agreed to a fixed pricing structure for a minimum of 3 years, any uplift to yearly costs must be negotiated and agreed with authorised Council Representatives and be in line with yearly CPI rates. There will be an expectation of open book accounting for this process with a full explanation offered for any proposed increase.
- 6.2 The proposals from all providers are within the agreed budget, with a small saving of £133,206 throughout the term of the contracts.
- 6.3 Financial assessments have been completed for all providers. All providers passed the financial assessment, however there will be close financial monitoring throughout the term of the contract and providers will be added onto the Financial Assessments Monitoring Log.
- 6.4 A number of suppliers have been recommended to deliver on multiple lots, the financial risks associated with such, for both providers, the Council and service users were analysed alongside a number of mitigating factors and competing risks. In order to mitigate any unnecessary financial risk to suppliers, additional financial due

diligence was undertaken, and stringent monitoring will be in place throughout the term of the contract.

- 6.5 A number of providers bring added value to these contracts. For example, premises and service provision funded by different funding bodies which complement these commissioned services. Please refer to Appendix Four for a breakdown of this.
- 6.6 The tender exercise met procurement outcomes of encouraging providers to work together to provide cohesive, easily accessible services for citizens.
- 6.7 The contract term of up to a possible 8 years provides long-term security for providers of all sizes and ensures the sustainability of support services. The aim of the specifications is to work with providers, to ensure continuous improvement which allows the services to meet changing needs and demands throughout the contract term.
- 6.8 The costs associated with procuring this contract are estimated to be between £20,001 and £35,000.

7. Stakeholder/Community Impact

- 7.1 A large-scale market shaping exercise was undertaken to ensure the new funding from the Scottish Government and the current funding would be used to efficiently reach the greatest volume of service users, meet their needs and reduce waiting times. Consultation with people with lived experience and partner organisations was undertaken through different mechanisms such as, steering groups, feedback and the Living Well UK supported Design Group. Design Group membership was drawn from the 3rd sector, health and Social Care practitioners, people with lived experience and carers. A multi- professional and multi- agency Core Group have overseen the coproduction and the procurement process, meeting on a monthly basis.
- 7.2 A new role of “Thrive Animators” has been created, this comprises key individuals from a range of backgrounds and experiences who will be the cultural carriers for the values, ethos and practice model to be delivered.
- 7.3 A recurring theme throughout the market shaping exercises was concern from smaller providers in regard to their equity of access to tender. This was taken into consideration and mitigated as far as possible through smaller lot sizes, use of a negotiated procedure and encouraging partnership bids. Of the 16 organisations who bid, either individually or through partnership arrangements, 10 organisations are SMEs. For further detail on initial stakeholder engagement please see Section 4 – Main Report.
- 7.4 All successful organisations have committed to provide Community Benefits throughout the lifetime of the Contract. As part of the negotiation with providers, it was agreed that during the initial contract kick off meetings, that all providers collectively would discuss and agree the Community Benefits on an annual basis. The aim of this was to reduce duplication and ensure focus on achieving community

benefits that were relevant. This will be managed and monitored by the designated Contracts Officer for the Edinburgh Health and Social Care Partnership.

- 7.5 No significant environmental impacts are expected to arise from this contract. The success of these contracts will be measurable against Key Performance Indicators which are detailed within the specifications. In addition, there is an external independent evaluation being undertaken by Cordiss Bright as part of the Living Well Programme.
- 7.6 An Integrated Impact Assessment was completed, and all recommendations were addressed throughout the tendering process.

8. COVID-19

- 8.1 All providers have addressed COVID-19, as part of their business continuity plan, confirming how services will continue under new measures provided by the Scottish Government. These measures will continue to be monitored throughout the life time of the contracts, to ensure that support and the delivery of interventions are continued in other agile formats, when required.
- 8.2 Variation clauses are included in the new service specifications, which not only acknowledges changes and impact of legislation on the services but allows for changes to be made to services (in agreement with providers) which will be of benefit to service users and improves outcomes.

9. Background reading/external references

- 9.1 Edinburgh Thrive Adult Health and Social Care Commissioning Plan
https://assets.website-files.com/5e9c71b09aae7e6c3cb9b761/5edfaa107e9224524eb77a69_Thrive%20Adult%20%20Health%20and%20Social%20Care%20Commissioning%20%20Plan.pdf.
- 9.2 Integrated Impact Assessment
<https://www.edinburghthrive.com/>

10. Appendices

- Appendix 1 – Summary of Tendering and Tender Evaluation Processes
- Appendix 2 - Ranking
- Appendix 3 - Contract Awards by Organisation
- Appendix 4 - Added Value Offered

Appendix One – Summary of Tendering and Tender Evaluation Processes

Contract	CT0562 Edinburgh Thrive “Get Help When Needed”	
Contract Period	5 years with the option to extend for a further 3 years	
Estimated Total Contract Value (including extensions)	£20,762,794 with a saving of £133,206 across the 8 years against the maximum budget of £20,880,000.	
Procurement Route Chosen	Competitive Procedure with Negotiation with Light Touch regime applied.	
Contracts to be Awarded	15	
Price / Quality Split	Quality 80	Price 20
	Criteria	Weighting (%)
Evaluation Criterion and Weightings – LOT 1 (a, b, c, d) Please note that this lot was split into localities.	A single point of access for mental health support in each locality	20%
	Working as part of multi-disciplinary team that works in partnership with statutory services and support	20%
	Holding Thrive Conversations and developing Thrive Plans with people	15%
	Connecting people to Thrive Collective, Thrive Community, and specialist services	15%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%

Evaluation Criterion and Weightings – LOT 2 (a, b ,c ,d) Please note that this lot was split into localities	Provide a range of emotional, psychological and social support.	25%
	Delivering to the needs of the population	25%
	Working to a joint set of values	10%
	A joined-up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – LOT 3	A place to connect with others	25%
	Providing meaningful and purposeful ways for people to connect	25%
	Working to a joint set of values	10%
	A joined-up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – LOT 4	Greenspaces: Opportunities to explore and feel the benefits of greenspace	25%

	Physical Activity: Opportunities to improve physical health and connect with others through physical activity	25%
	Working to a joint set of values.	10%
	A joined-up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – LOT 5	'Out of Sight, Out of Mind'	30%
	Participation in Scottish Mental Health Arts Festival	20%
	Working to a joint set of values.	10%
	A joined-up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – LOT 6	Development of community of practise for peer work in the city	30%
	Measuring the outcomes of peer support	20%
	Working to a joint set of values.	10%
	A joined-up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%

	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – LOT 7	Service user led research: Making it happen and Sharing	30%
	Participation and Engagement	20%
	Working to a joint set of values.	10%
	A joined-up network of support	10%
	Management, Staffing, Implementation	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
Evaluation Criterion and Weightings – Lot 8 & Lot 9	Increase the support available to carers	30%
	Participation and Engagement	20%
	Working to a joint set of values.	10%
	A joined up network of support	10%
	Management and Staffing	10%
	Implementation Plan	10%
	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%
	The Support/Self Help/Self Management Group	30%
	Innovation and New Practice	20%
	Working to a joint set of values.	10%
	A joined up network of support	10%
	Management and Staffing	10%
Implementation Plan	10%	

	Data Protection	0%
	Business Continuity	5%
	Community Benefits	5%
	Zero Hours Contracts & The Living Wage	0%

Appendix Two – Ranking

Lot 1 a) – Thrive Welcome Teams

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership Lot 1A	51	20	71	1

Lot 1b) – Thrive Welcome Teams

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership Lot 1B	51	20	71	1

Lot 1c) – Thrive Welcome Teams

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
SAMH/SPACE Lot 1C	73	19.6	92.6	1
Provider 2	51	20	71	2

Lot 1d) – Thrive Welcome Teams

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership Lot 1d	51	20	71	1

Lot 2 a) – Thrive Locality Welcome Teams

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership	80	19.99	99.99	1
Provider 2	55	20	75	2

Lot 2b)

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership	80	13.46	93.46	1
Provider 2	37	20	57	2

Lot 2c)

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership	80	20	100	1

Lot 2d)

Supplier	Quality Score 80/100	Cost score 20/100	100% of Tender to Final Score	Rank
Connect Partnership	80	20	100	1
Provider 2	71	19.4	90.4	2

Lot 3

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
Thriving Spaces	79	2.28	81.28	1
Provider 2	74	5.88	79.88	2
Provider 3	44	20	64.00	3

Lot 4 –

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
Edinburgh Leisure and Edinburgh Lothian Greenspaces Trust, Cyrenians and SAMH	71.2	20.00	91.2	1

Lot 5

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
CAPS	78	20	98	1

Lot 6

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
PWCOP Partnership	75	20.00	95	1
Supplier 2	63	19.89	82.89	2

Lot 7

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
CAPS	74.2	17.66	91.86	1

Lot 8

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
VOCAL	70	20	90	1

Lot 9

Supplier	Quality Score 80/100	Cost Score 20/100	100% of Tender to Final Score	Rank
Media Education CiC	72.4	20	92.4	1

Appendix Three - Contract Awards

Lot	Descriptor	Provider (s)	Annual Value £
1a	North West Thrive Welcome Team	Health in Mind, Penumbra, Support in Mind	219,193
1b	North East Thrive Welcome Team	Health in Mind, Penumbra, Support in Mind	216,754
1c	South West Thrive Welcome Team	Thriving South West Partnership – SAMH and Broomhouse Centre at Space	222,000
1d	South East Welcome Team	Health in Mind, Penumbra, Support in Mind	216,754
2a	North West Thrive Locality Team	Connect Partnership – Health in Mind, Penumbra and Support in Mind	182,796
2b	North East Thrive Locality Team	Connect Partnership – Health in Mind, Penumbra and Support in Mind	182,891
2c	South West Thrive Locality Team	Connect Partnership – Health in Mind, Penumbra and Support in Mind	182,589
2d	South East Thrive Locality Team	Connect Partnership – Health in Mind, Penumbra and Support in Mind	182,648
3	Places and Spaces	Thriving Spaces Partnership - Support in Mind, SAMH, Barony Contact Point	539,904
4	Physical Activity and Green Spaces	The Thrive Physical Activity and Greenspace Collective - Edinburgh Leisure, Edinburgh and Lothian Green Space Trust, Cyrenians, SAMH	250,000
5	Arts and Creativity	CAPS	64,569
6	Thrive Peer Development	Peer Work Community of Practice Partnership – Health in Mind and CAPS	49,547
7	Thrive Service User led Research	CAPS	29,096
8	Thrive Carers	VOCAL	32,000
9	Thrive Service User led Support Groups	Media Education	25,904
			2,596,645

Appendix Four – Added Value

Providers	Added Value offered over life time of Contracts
Lot 1 & 2	£1,056,422
Connect Partnership	<p>Health in Mind, Penumbra and Support in Mind Scotland are bidding as a collaborative partnership across Lot 1 and Lot 2 (Connect Partnership). This partnership adds value in the following ways:</p> <ul style="list-style-type: none"> • Partnership organisations have good reputations and offer good terms and conditions therefore attract high quality, highly experienced staff. Staff turnover rates within Health in Mind, Penumbra and Support in Mind Scotland are below industry average. Annual value: £24,000 • The Partnership will involve over 45,350 volunteer hours per year and based on Scottish Living Wage equates to annual value of £421,755. • The Partnership involves on average 12 students on placement each year. We provide high quality, well supervised placements. Annual value: £24,000 • Reducing the number of providers the HSCP has to liaise with, thus saving HSCP time and people hours to manage the contract. Approximate annual value: £50,000 • Offering innovative, creative solutions to improve both systems and personal outcomes for people using services. Based on evidence from Lambeth Living Well: £3.3m per annum divided by 8 lots £416,667 • Organisations are also funded to provide support in Edinburgh through a variety of other sources: Health and Social Care Alliance, Edinburgh HSCP Third Sector Grants, NHS Lothian • Partners actively fundraise and generate unrestricted income into their organisations. Annual projected income £90,000 • Support in Mind Scotland are Lothian Buses Charity of the Year for 2020 – 202. Annual value £30,000 <p>The partnership also adds value through sharing skills and knowledge e.g. IT and phone purchasing, shared training.</p>
Lot 1C	£30,000
SAMH & SPACE Partnership	<p>We will use our strategic and national partnerships with SportScotland and Mind UK to look at best practice and policy across a range of priority areas and embed this across the Welcome team. This will include research, impact of physical activity, evolving and evaluate programmes.</p>
Lot 3	£81,905
Thriving Spaces Partnership	<p>Funding of SAMH capital projects within Redhall have been supported by external funding and sales of plants to members of the public. £12,000</p> <p>SAMH have 25 volunteers supporting 4 key open days and other events. They provide a total of 700hr of support based on SLW £6500</p> <p>Small grant funding for Scottish Mental Health Arts Festival from CATS Advocacy to provide exhibition materials. Generation of income through fundraising, including the sale of artwork. £800</p> <p>Support in Mind Scotland will involve over 2350 hours per year for volunteering and based on Scottish Living Wage £21,855</p> <p>Support in Mind Scotland involves on average 4 students on placement per year. We provide high quality well supervised placements Annual Value £8000</p> <p>Support in Mind Scotland are Lothian Buses charity of the year for 2020-2021 Annual Value £30,000</p> <p>Support in Mind Scotland's corporate partner Lloyds Banking Group provide specialist management mentoring Annual Value £2750</p>

Lot 4	£1,103,684
Edinburgh Leisure, ELGT, Cyrenians, SAMH Redhall partnership	EL contributes an additional £23,684 to the contract. Healthy Active Minds participants receive EL 6-month membership pass valued at £150 per person £1,080,000
Lot 5	£4,000
CAPS	This proposal benefits from the work of CAPS Volunteer Co-ordinator which is separately funded by NHS Lothian through the Lothian wide experience led collective advocacy projects. She will recruit, support, mentor and supervise the invaluable assistance that volunteers bring to this project. £ 4,000
Total	£2,246,011