

Finance and Resources Committee

10:00, Thursday, 08 September 2022

Award of Contract: EADP – Counselling and Psychological Therapies Services

Routine	
Wards	All
Council Commitments	4,12,13,14

1. Recommendations

- 1.1 It is recommended that the Finance and Resources Committee:
- 1.1.1 Approves the award of a contract for Counselling and Psychological Therapies Services to Edinburgh Lothian Council on Alcohol (ELCA).
 - 1.1.2 Approves the commencement of the contract on 1st October 2022 for an initial period of 3 years with the option to extend for a further 3 years, with a total estimated value of £3,971,000.

Judith Proctor

Chief Officer, Edinburgh Health and Social Care Partnership

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Report

Award of Contract: EADP – Counselling and Psychological Therapies Services

2. Executive Summary

- 2.1 This report seeks approval to award a contract to Edinburgh Lothian Council on Alcohol (ELCA) leading a consortium comprising Crew 2000 and CrossReach to deliver Counselling and Psychological Therapies Services. The service is to commence on 1st October 2022 for an initial period of 3 years with the option to extend for a further 3 years, at an estimated total cost of £3,971,000.

3. Background

- 3.1 Edinburgh Alcohol and Drug Partnership (EADP) oversees the development and implementation of an alcohol and drug strategy for the city. It is a partnership between the City of Edinburgh Council, NHS Lothian, Police Scotland, the third sector and those with lived experience of addiction and recovery.
- 3.2 EADP invests in a range of services that are intended to stop or reduce substance misuse, including an adult counselling and psychological therapies service.
- 3.3 The contract is expected to focus directly on the following outcomes:
- 3.3.1 Abstinence from drug and alcohol use (achieving and maintaining);
 - 3.3.2 Control of drug and alcohol use; and
 - 3.3.3 Improved mental health and wellbeing.

4. Main report

- 4.1 The current contractual format was reviewed and redesigned in 2014/15. The review reduced the number of individual provider contracts from 6 to 1, however the successful contract was a consortia bid from three members; Edinburgh & Lothian Council on Alcohol (ELCA), CrossReach and Crew 2000. Together they have been able to deliver the requirement across the city and within the prison service.
- 4.2 This proposed new contract shall build on work that has taken place over the past 6 years. This includes aspects such as learning from the pandemic including

utilising alternative methods to connect with communities using a combination of online, telephone and face to face support techniques.

- 4.3 Views were provided from stakeholders within the NHS, the Health and Social Care directorate and people in recovery. Development of the specification considered the feedback and now includes an increased offer of online and electronic interventions, an area that was highlighted as needed going forward.
- 4.4 A Prior Information Notice (PIN) was issued on 7th January 2022; this was issued to aid market engagement and to understand the volume of interest. Initially 10 providers indicated interest. A provider's event was held on 23rd February 2022 and three providers attended the event.
- 4.5 A contract Notice was published on Public Contracts Scotland (PCS) on 19th April 2022 and the tender was subsequently run on PCS-tender.
- 4.6 As this is a Social Care service the tender was published in accordance with the Public Contracts (Scotland) Regulations 2015 with the Light Touch Regime applied.
- 4.7 One tender was received, and evaluation was based on the most economically advantageous tender (MEAT), with a weighting of 80/20 quality/price. Details of the evaluation can be found in Appendix 1.
- 4.8 As this is a services contract, TUPE implications were also applicable and may have been a deterrent for further competition.
- 4.9 To ensure the tender was considered by those who would use the service, the evaluation panel included Council Officers and representatives of the recovery community.
- 4.10 ELCA achieved a score of 68.1% and are recommended for award of the contract.
Further due diligence was conducted with ELCA through seeking feedback, discussions and clarification questions. This further due diligence has reassured the evaluation panel of the quality of the service that will be provided through the contract.

5. Next Steps

- 5.1 Subject to approval, the new contract will commence on the 1st October 2022.
- 5.2 The contract will be handed over to the Edinburgh Health and Social Care Partnership Contracts team and will be added to PCS tender for contract monitoring and management.

6. Financial impact

- 6.1 The total cost of the contract including any extensions is £3,971,000 against a budget of £3,974,898 with a difference of £3,898. At point of extension consideration will need to be given regarding the value of extension against budget.
- 6.2 The costs associated with procuring this contract are estimated to be between £20,001 and £35,000.

7. Stakeholder/Community Impact

- 7.1 An Integrated Impact Assessment has been completed and all recommendations have been addressed throughout the tender process.
- 7.2 No significant adverse environmental impacts are expected to arise from this contract.
- 7.3 This procurement has been taken forward in accordance with the Council's Sustainable Procurement Strategy, including the objectives of making procurement spend more accessible to local small businesses/third sector, through the co-production with organisations and the promotion of consortium bids, working together to create a service which is accessible to all substance misusers. Improving Fair Work First practices adopted by suppliers and increasing community benefits delivered by suppliers. In connection with this, the tenderer confirmed a number of community benefits which will add value to their service and the community.
- 7.4 ELCA provided evidence of Fair Work Practice in line with the Scottish Government Fair Work Practice Framework and have confirmed they pay all staff the Real Living Wage and are committed to becoming an accredited employer.
- 7.5 The success of this contract will be measurable against Key Performance Indicators which are detailed in the Specification.

8. Background reading/external references

- 8.1 None

9. Appendices

Appendix 1 - Summary of Tendering and Tender Evaluation Processes

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Contract	EADP – Counselling and Psychological Therapies Services																																											
Contract period (including any extensions)	1 st October 2022 to 31 st August 2025 with the option to extend for a further 3 years.																																											
Estimated contract value	£3,971,000 (Total including extensions)																																											
Procurement Route chosen	Light touch with open procedure.																																											
Tenders returned	1																																											
Price / Quality ratio	20/80																																											
Evaluation criteria and weightings	<table border="1"> <thead> <tr> <th>Question</th> <th>Max Score</th> </tr> </thead> <tbody> <tr> <td>Experience</td> <td>2.0%</td> </tr> <tr> <td>Methodology and Organisation</td> <td>7.0%</td> </tr> <tr> <td>Organisational quality and strategic contribution</td> <td>7.0%</td> </tr> <tr> <td>Implementation Plan</td> <td>0.0%</td> </tr> <tr> <td>Fair Work First</td> <td>2.0%</td> </tr> <tr> <td>Community Benefits</td> <td>2.0%</td> </tr> <tr> <td>Quality</td> <td>20.0%</td> </tr> <tr> <td>Process Map Community</td> <td>2.5%</td> </tr> <tr> <td>Process Map Prison</td> <td>2.5%</td> </tr> <tr> <td>Effective Therapists</td> <td>10.0%</td> </tr> <tr> <td>Additions</td> <td>10.0%</td> </tr> <tr> <td>Use of evidence based psychological therapies</td> <td>15.0%</td> </tr> <tr> <td>Plans for ensuring online/ telephone access</td> <td>2.5%</td> </tr> <tr> <td>Case Study</td> <td>7.5%</td> </tr> <tr> <td>Service Quality</td> <td>50.0%</td> </tr> <tr> <td>Understanding Needs</td> <td>15.0%</td> </tr> <tr> <td>Pathway</td> <td>15.0%</td> </tr> <tr> <td>Presentation</td> <td>30%</td> </tr> <tr> <td>Total</td> <td>100%</td> </tr> <tr> <td>Weighted</td> <td>80%</td> </tr> </tbody> </table>		Question	Max Score	Experience	2.0%	Methodology and Organisation	7.0%	Organisational quality and strategic contribution	7.0%	Implementation Plan	0.0%	Fair Work First	2.0%	Community Benefits	2.0%	Quality	20.0%	Process Map Community	2.5%	Process Map Prison	2.5%	Effective Therapists	10.0%	Additions	10.0%	Use of evidence based psychological therapies	15.0%	Plans for ensuring online/ telephone access	2.5%	Case Study	7.5%	Service Quality	50.0%	Understanding Needs	15.0%	Pathway	15.0%	Presentation	30%	Total	100%	Weighted	80%
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