

Procurement Plan for Salford

Procurement Summary

1. Family Services

We intend to invite bids for approximately **1,550** NMS for the provision of face to face Family Advice within the procurement area of Salford. The area has a good level of service in the family category, and we anticipate that this will continue to be the case.

Significant demand for public law services is evident in this procurement area and we consider that as these clients may require advice across a wide range of family issues we will advertise the tender as **Service Specification A**.

- Providers must bid for and deliver the full range of Private Family Law **and** Public Law Children work
- Providers will be required to have a permanent presence in the Procurement Area
- Providers must tenders for and undertake a **minimum of 100** cases per year
- Providers must undertake a minimum of **5** Public Law Children certificated matters per year

Providers who wish to undertake only work for children will be able to tender for a specialist children contract, with no requirement to undertake the full range of family services.

2. Family & Housing (Combined Service)

We will set aside a small proportion of the available new matter starts in the category of Housing for providers wishing to deliver a combined Housing and Family Service. There has previously been little demand for this service combination within the Procurement Area and we therefore intend to invite bids for just **100** NMS in Housing from providers wishing to deliver a combined Housing and Family service.

- Providers wishing to undertake Housing as part of this service combination will be required to tender for and undertake a **minimum of 50** Legal Help Housing matters per year.

3. SWL Services

We intend to invite bids for approximately **1,760** new matter starts (NMS) across the core Social Welfare Law (SWL) categories of Housing, Welfare Benefits and Debt advice, approximately **200** new matter starts in Community Care and **120** in Employment.

Although services have historically been available in all categories within the PA, this has been limited and we will invite tenders under **Service**

Specification B as we recognise that current market conditions may not exist to support the higher level of service specification.

Housing, Welfare Benefits and Debt will be tendered together as a bundle of services and providers will be required to both tender for and provide services in all three categories.

- Providers may bid to deliver these three categories as a single legal entity or as part of a consortium
- Housing, Debt and Welfare Benefits providers will be required to have a permanent presence in the PA.
- Providers wishing to deliver Housing, Debt and Welfare Benefits must tender for and undertake a **minimum of 100** cases per year in each category
- Providers will be required to undertake a **minimum of 20** NMS in Community Care per schedule year.
- Providers will be required to undertake a **minimum of 30** NMS in Employment per schedule year.
- Community Care and Employment providers will be required to have a part-time presence in the PA.
- As SWL tenders are being invited under **Service Specification B**, the requirement to employ an authorised litigator in Housing and/or Community Care will not be an essential criteria.

However, in the Service Specification B areas where a competitive process is necessary to decide between tenders, as part of the selection process we will prefer providers who can provide the best access to an authorised litigator. This might mean giving preference to those with an employed authorised litigator. We will also consider alternative arrangements but providers are advised that this may score lower in the ranking

In the categories of Debt, Housing and Welfare Benefits, the allocation of NMS is divided within the procurement area as follows:

PA	Debt	Housing	Welfare Benefits
Salford	520	470	770

4. Access

There are no significant access issues within Salford affecting the provision of advice. The area is well served by good public transport links which are available across the whole of the procurement area.

5. Budget

The amount currently spent on Family Legal Help in this area is slightly below that suggested by the Indicative Spend Budget Model. Therefore, the total number of NMS available in this area has been increased from that which is currently being delivered to enable an increase in access to services which moves closer to that suggested by the Model

Current spend in this area is higher than that which we would expect to spend in SWL services according to the Indicative Spend Budget Model. It is therefore unlikely that we would wish to actively increase the provision of SWL services and matter starts will be carefully managed with the aim of remaining within the level of current spend.

6. Current Supply: September 08 – August 09

Category	No. of Providers	NMS opened	Certificates issued
Family (private)	16	1,441	433
Family (public)	14		571
Debt	1	576	0
Housing	1	509	12
WB	3	975	0
Employment	2	132	0
Community Care	1	220	0

	Total providers	Current SWL Services						Current Family Services	
		Providers delivering 5 core SWL cats	Providers delivering 4 core SWL cats	Providers delivering 3 core SWL cats	Providers delivering 2 core SWL cats	Providers delivering 1 core SWL cat	Providers delivering Housing & Family	Providers delivering 5+Public law certs	Providers delivering Private Work
Solicitor Providers	16	0	0	0	0	0	0	11	2
NFP Providers	3	0	1	0	2	0	0	0	0