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**COMMISSIONING FOR HOME SUPPORT AND REABLEMENT SERVICES (PHASE 2)**

**Questions and answers from Bid Writing Workshop**

**13th August 2020**

| **Questions** | **Answers** |
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| None | N/A |

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| **Feedback** |
| * Excellent value * YOU EXPLAINING IT VERY WELL * Thanks for the presentation * Thank you, it gave us a good overview |

**18th August 2020**

| **Questions** | **Answers** |
| --- | --- |
| Can generic case studies be used | Case studies as examples should be used individually. i,e.. sometimes a question could ask you to give 3 examples where you have delivered this type of service and what benefits you have introduced. You would say you did this contract for XYZ and the outcome was what you were able to deliver.  You need to look at the details rather than in a broader spectrum |
| In terms of industry standards is this there a guide of standards applicable i.e. skills for care , charities | It’s important to read the documentation and see what they ask for. Sometimes they will state they are looking for organisations with certain accreditation. |
| Is there certain Boroughs with a more difficult level in relation to the standard required for tenders i.e. may respond to a tender in Hackney which has similar questions to another Borough but not be successful | The requirement across a Borough may be different and is based on the type of service to meet the needs of the resident and based on what will work best for that particular Borough |

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| **Feedback** |
| Thank you really good workshop  Thank you guys that was very useful |

**20th August**

| **Questions** | **Answers** |
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| With the framework bidding process, we may not have a lot of clients but we still need to apply to ensure we are on their supply list. This is very time consuming. | Yes, but if you’re not enrolled on DPS you will not be able to bid for any packages. DPS is the framework we use for Home Support & Reablement. |
| Have I missed Social Value and the meaning or am I anticipating?  ​ | No , this will be covered shortly |
| Tenders like the one we completed with Haringey have sometimes have 3 different localities, and the questions are similar. Do we write one specific tailor tender for each locality or one tender will be enough for all localities with little changes to tailor to that locality? | Each question needs to be read carefully. Some questions it may be possible to copy and paste but some may be specific to a particular locality and answers will need to be tailored specifically to that locality. |

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| **Feedback** |
| Thank you Alison very informative and thank you Pauline for putting this on.  Very informative. Thanks a lot Alison  This is a useful two hour  Thank you so much everyone, much appreciated. It’s been a great session. |

**4th September**

| **Questions** | **Answers** |
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| When will the requirements be published for the bundled hours | The indicative date for publication is end of September. Please check DPS for update on dates. |
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| **Feedback** |
| Providers commented on what they found useful from the training:   * Useful to know that the issues I face are not only my doing! * Structure of the tender response * What not to do when writing a bid * The 8 principles and also can add on extra standards * Precision writing and not going off on a tangent   Very useful session |

**7th September**

| **Questions** | **Answers** |
| --- | --- |
| None | N/A |

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| **Feedback** |
| I have enjoyed the session which is very informative.  Getting your business ready to tender was very useful  The overview of Tendering and insight to what are expected of provider are part of what I gained from the training. Excellent job!  Thank you for the training session. For me bidding is something I have not done before. The session has provided a lot of guidance. Thanks for this  Outsourcing your bid writing really helped me to answer most of my questions regarding outsourcing. |