

DECISION NOTICE

(RECORDING OF DECISIONS MADE BY INDIVIDUALS)

1. Decision Summary:

Decision Maker	Date of Decision
GMCA Chief Executive and GMCA treasurer	13/09/22
Date Decision Published	Date Decision will come into force
13/09/2022	20/09/2022
Subject: ESF Skills for Growth Commissioning – CPD for Allied Health Professionals (AHP) contract award	
Reason for urgent decision: N/A	

Type of Decision: Non Mayoral or Mayoral Decision Made by Officers
Non Mayoral, GMCA Chief Executive and GMCA treasurer

2. Details of the Decision:

The decision is that:						
<p>Following a competitive procurement process using GMCA’s Education Work and Skills Flexible Procurement System, GMCA wishes to conditionally award a £1,199,112 contract to the University of Salford. This is part of the Skills for Growth programme and focuses on skills in the Healthcare (specifically for individuals working in Allied Health Professional roles¹) sector in GM.</p> <p>Delivery is expected to start no later than end of October 2022, enrolments must finish by end of July 2023, and all contract activity and support must conclude by the end of September 2023. Exceptional performance may result in discussions around extension option being implemented.</p>						
The reasons for the decisions are:						
<p>GMCA have run a competitive process and the University of Salford (working in partnership with The Christie) submitted the only bid which was scored as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <thead> <tr style="background-color: #f4a460;"> <th style="text-align: left;">Question</th> <th style="text-align: center;">Weighting %</th> <th style="text-align: center;">Score</th> </tr> </thead> <tbody> <tr> <td>1. Delivery Model</td> <td style="text-align: center;">15</td> <td style="text-align: center;">3</td> </tr> </tbody> </table>	Question	Weighting %	Score	1. Delivery Model	15	3
Question	Weighting %	Score				
1. Delivery Model	15	3				

¹ [NHS England » The 14 allied health professions](#)

2. Quality and Track Record	10	2
3. Mobilisation and Implementation	10	2
4. Engagement and Stakeholder Management	15	1
5. Financial Value for Money	15	1
6. Performance Management and Monitoring	10	1
7. Social Value*	15	1
Total Quality score (%)		35%
Price (%)	10	10%
Total bid score (%)		45%

The bidder was given substantive feedback which included a face-to-face meeting at Churchgate House and was asked to resubmit their response to questions 4, 5, 6 and 7 as well as resubmitting their financial annex with an operating profit of less than 20%. They submitted this response within the timescale provided and the revised responses were re-scored by the same evaluation panel.

Despite the responses to questions 4, 6 and 7 being scored as good or acceptable, there were still issues with the financial value for money, in particular the financial annex around calculations being incorrect, values in different tabs not aligning and a lack of understanding about the progressions aspect of the contract.

As a third and final chance, the bidder was asked to clarify their position on the financial annex and financial value for money response by resubmitting a financial annex and narrative alongside this. We realise that a lot of time and resource has gone into supporting the provider to get their bid to a place where it can be awarded as we recognise the significant value of the activity that will be delivered, both to GM's AHP workforce and importantly, its service users.

A final response was received by the bidder on 5th September. This has been scored and moderated again and it is felt that there are still some challenges with the financial annex, including some calculations being incorrect and some costs not being attributed for in the correct tabs. **Therefore, the decision has been made to make a conditional award offer to the University of Salford, based on a set of conditions being met by them prior to contract award. The conditions are set out in Annex 1.**

Alternative options considered and rejected when making the decision:

To not award the contract at all, resulting in the provision of training for individuals working in AHP roles across Greater Manchester not being funded and therefore not being able to access important upskilling opportunities. It was felt that the need for the training was such as that it was necessary to support the bidder to submit a response which could be awarded.

List Non-confidential reports

Reports to be considered that can be made available to the public

- GMCA Specification
- D3 Key Decision Notice

List Confidential reports

Reports to be considered which contain confidential or exempt information

- ESF Skills for Growth – CPD for Allied Health Professionals Award Report

3. Conflict of Interest:

Record of any conflict of interest declared by any Member who is consulted by the member or officer which related to the decision:

As part of the procurement process, GMCA ensured that all members of the evaluation panel and project team communicated any conflict of interests and signed declaration forms confirming that there were no conflicts of interest.

Dispensation granted by the Head of Paid Service in respect of any conflict of interest declared:

No conflicts of interests were declared.

4. Register of Key Decisions:

Register of Key Decisions Reference	ESF Skills for Growth Commissioning
Or if not published in the Register of Key Decisions - Reasons for general or special urgency such that it was not published in the Register of Key Decisions	

5. Scrutiny Call In:

Call-in deadline	4pm on 20 September 2022
Or if Exempt from Call-in explain how any delay would seriously prejudice the legal or financial position of the GMCA or the Constituent Councils, or the interests of the residents of Greater Manchester	
Scrutiny Chair who agreed the urgency	

6. Signature of Decision Maker/s:

Chief Executive Office, GMCA & TfGM



Signed:

Eamonn Boylan

Date: 13th September 2022



Signed:

Title: Deputy Treasurer

Date: 13th September 2022

7. For delegated decisions which are to be made in consultation with others please include:

Name/s of politician/s or Officer/s who must be consulted (if any)	Consultee signature: by signing this decision notice you confirm that you have been consulted on this decision

NOTE:

Both Mayoral and Non Mayoral Decisions made by Officers will be available for public inspection at the GMCA's offices and on the GMCA's website.

ANNEX 1:

Conditional award for ESF Skills for Growth: CPD for Allied Health Professionals

1. The Christie is not considered to be a sub-contractor in this model as they are not responsible for any outputs, therefore we require that the Christie is removed from the financial annex as a subcontractor (including removing all costs associated to them in the 'Staff Breakdown' tab) and instead allocated as a procured cost. To achieve this, they will be removed from the 'Lead Subcon Expend Breakdown Tab' and added to the 'Expenditure Summary' tab as Consultancy Service Costs with a total value of £146,033.72. In the 'bidder comments' cell, this should read 'Christie Subject Matter Expert'. All reference to The Christie receiving a profit from this contract needs to be removed across the financial annex, including in the 'P&L Account' tab.

2. After further consideration of the specification and offer, it is now evident that progression in qualification cannot be achieved within the scope of this contract given the nature of the AHP workforce, and that the activity delivered does not align well with the ESF definition of an R7 progression. The allocation of progressions must be 50% of the contract completions and attributed to progression in work (R8 progression). Therefore, the number of progressions should be 625 based on a total of 1250 completions. This change affects both the 'Price Submission' and 'Delivery Profiles' tabs and both should be amended as per the below:

'Price Submission' tab is amended to reflect accurate calculations, as follows:

A: Mobilisation Fee	Up to 20% of total contract value	£240,000
B: Enrolment volume	1288	1,288
B. Enrolment fee per unit outcome (£)	£149.00	£191,912
C: Completion	1250	1,250
C. Completion fee per unit outcome (£)	£307.20	£384,000
D1. Progression in qual	0	0
D2: Progression in work	625	625
D. Progression (in qual and in work) fee per unit outcome (£)	£614.40	£384,000
Total Contract Value		£1,199,912

The 'Delivery Profiles' tab is amended to show zero progressions in qualification and instead, progressions are profiled in the D2 line (for progressions in work) as follows:

Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sept 23	Total
73	25	25	105	25	83	49	97	79	64	625

3. The tabs titled 'Financial Model' and 'Christie Breakdown' which have been added in must be removed from the financial annex as they are not requested as part of the financial annex.

4. To ensure alignment, the narrative response to Question 5 will need to be amended to reflect the above changes. That is, any narrative around progressions in qualification and The Christie position/purpose within the contract must be amended to reflect the above actions.