



Six Principles & Five Asks

Supporting equal partnership with the
VCSE



Six engagement principles

Norfolk's VCSE Sector Leadership Group has adopted the six engagement principles published by NHS England aimed at underpinning future planning, namely, that:

- Care and support is person-centred, personalised, coordinated and empowering
- Services are created in partnership with citizens and communities
- Focus is on equality and narrowing inequalities
- Carers are identified, supported and involved
- Voluntary, community and social enterprise and housing sectors are involved as key partners and enablers
- Volunteering and social action are recognised as key enablers

You can read about the key principles of this new model of partnership with people and communities at bit.ly/1RKSC3d

5 Asks

1. To embed the Social Value Act criteria in all commissioning evaluation processes – carrying at least a 20% weight.

Social value is a way of thinking about how scarce resources are allocated and used. It looks at what the collective benefit to a community might be when the public sector awards a contract. Social value asks 'If £1 is spent on the delivery of specific services, can that same £1 be used to also produce a wider benefit to the community?' Read more at bit.ly/1AQ69kl

The Public Services (Social Value) Act allows commissioners of public services to think about how they can also secure wider social, economic and environmental benefits. The Act is a tool to help commissioners get more value for money out of procurement but it also encourages them to talk to potential providers and service users to design better services, hopefully finding new and innovative solutions to difficult problems. [Visit bit.ly/1UNiQWT](https://bit.ly/1UNiQWT) for more information.

Why is this important for the public sector partners?	Why is it important for the VCSE sector partners?
It will make the spend go further and investing in services also invests in local, high quality jobs	Sector organisations deliver significant social value alongside their direct delivery
Based on the Sector Led Plan data the Norfolk VCSE bring in £5.72 for every £1 of public funding	When the full value of local organisational delivery is considered, it makes them more attractive for investment, helping local organisations do more of what they are good at
It will help enable partners to invest in local organisations that are committed to the long-term vibrancy of our area	It helps us collectively align resources and work more efficiently and effectively

2. A set of evaluation tools to be identified, developed, published and recognised by both sectors, and used across organisations consistently to provide comparable results, which are then made available.

Evaluating the efficiency and effectiveness of services and their delivery is important for any business, charity or public organisation – even more so in economically constrained times?

Why is this important for the public sector partners?	Why is it important for the VCSE sector partners?
It's important to know that investment is delivering the outcomes required	We need to know our services are making a positive difference
An effective benchmark between services, which will ensure investment goes to where it generates the most positive impact	A benchmark across organisations and services helps us to continually develop and improve our delivery
Establishes a consistent approach to evidence, allowing comparison of like with like	Enables us to provide accurate evidence that will be listened to and trusted

3. A forward plan to be maintained, highlighting key planning, service commissioning/development and strategic engagement opportunities.

This will provide a detailed 6 months outlook, a 12-18 months general outline and a longer term guide on trends and areas of development. One plan is held across departments.

Why is this important for the public sector partners?	Why is it important for the VCSE sector partners?
Supports engagement with the VCSE sector. The public sector doesn't fund the vast majority of groups that deliver activities aligned with its goals – if those groups are not included in planning and their priorities are different, they won't be motivated to be involved	Helps plan engagement on key issues and ensures early engagement. Supports the goal of being able to influence 'up stream' and avoid need for short-turnaround consultations
Support better alignment and coordination internally as well as externally – supporting more effective delivery with reduce resources	Aligns and develops shared priorities

4. Any provider may request an open book review if they believe they are subsidising a contract.

If this open book review identifies the contract value is below the cost price, the contract is then subject to a co-investment agreement that agrees the service specification and highlights the value of each party's investment.

Why is this important for the public sector partners?	Why is it important for the VCSE sector partners?
Enables clear view of actual cost of services, and to be clear and honest in what can be commissioned	Gives a choice between cross-subsidising or withdrawing from a contract
Avoids organisations withdrawing from contracts, leaving public sector without high quality partners	Credit for the work and resources invested
Develops shared investment models in key areas of delivery to support outcomes that the public sector cannot deliver alone	Helps shape service delivery in the best interests of clients

5. Any budget proposal that effects an external organisation is subject to an impact assessment done in consultation with that organisation.

The impact assessment would include the effect of the proposal on the service and any knock-on effects on other services – this is to be done before these proposals are considered by committees, enabling elected members to take decisions with a fuller understanding of the implications.

Why is this important for the public sector partners?	Why is it important for the VCSE sector partners?
Able to make decisions equipped with the full facts	Able to articulate how proposals may impact other services
Able to support shared understanding of challenges and choices	Early engagement supports your planning whatever the decision outcomes