Local Government
Improvement and Development

Strategic Commissioning: how to influence and access

5th National Conference: Sports Provision for Children and Young People

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Overview

- What is it? Is all commissioning strategic?
- How to influence and access – eleven practical ways
- Some priorities within CYP services
- Building relationships with commissioners
- Building relationships with other providers

Strategic commissioning is ...

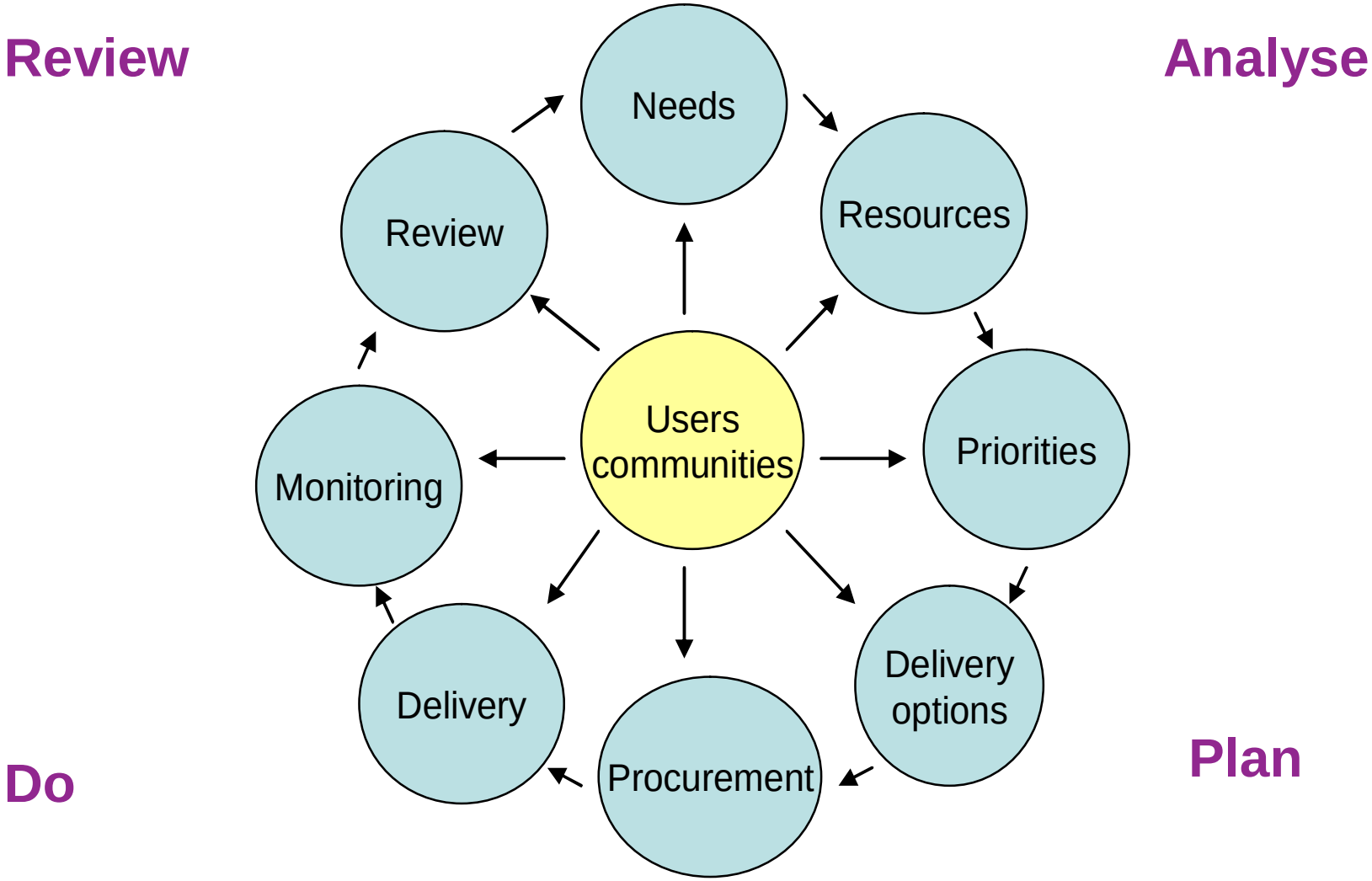
... the strategic activity of identifying needs and allocating resources to best meet that need, within available means.

Commissioning combines **effectiveness** with **efficiency** – the best possible **outcomes** within the **resources** available

Is all commissioning strategic?

- Strategic
- Local
- Individual

The commissioning cycle



How to influence and access

- Listen to children and young people, parents, carers and communities
- Understand the Needs Assessment and contribute your own research and information
- Be a part of the asset base
- Connect with the governance structures – in your strategic role

How to influence and access

- Connect with the management structures – who are commissioners?
- Understand the priority outcomes and your potential contribution as a provider – not just the activity itself but to wider social objectives
- Engage in existing market development opportunities

How to influence and access

- Connect with other providers
- Have evidence of your impact on outcomes
- Demonstrate VFM and reduced dependence on other services
- Demonstrate quality and competency

Some priorities in Children and Young People's services

- Attainment
- Raising aspirations, self-esteem and self-confidence
- Narrowing the gap and children in need
- Think family
- Physical and mental health

Building relationships with commissioners

- A long term investment – not a transaction
- Bring experience, ideas and resources to the table
- See the world from a commissioner’s perspective
- Articulate your offer in a collaborative way
- Be an innovator and creative thinker and player

Building relationships across the spectrum of providers

- They are connected with customers and communities, often ‘hard to reach’
- They have specialist skills and knowledge
- Some are being commissioned already
- We can’t deliver on all needs – a collaborative effort is needed
- We can bring complimentary skills
- Increasing social capital and economy, value added, new models of service delivery

Building capacity and relationships across the spectrum of providers

The short breaks example

"Short breaks for children with disabilities - have a strong culture and sport dimension. However the providers coming forward were children's disability organisations who were 'expanding' their level of activity to include delivering cultural and physical activities. The budget for short breaks in the county is £1.5 million per annum."

Commissioner for CYP Services, Worcestershire

Thank You

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