



Market position statement – learning disability, autism and mental health services

2024/25-2029/29

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FOREWORD

Welcome to this market position statement for services commissioned by Trafford Council adult social care directorate for local residents with learning disabilities, autism and mental health needs.

This statement is intended to assist providers in shaping their strategic and commercial business planning over the next five years, by providing them with intelligence as to the Council's purchasing intentions both in relation to the types of services that are required, but also the values, principles and approaches all services should be built upon.

The market position statement has been prepared on behalf of Trafford Council with input from the all-age commissioning team, from providers themselves, and from key stakeholders especially partners in NHS Greater Manchester.

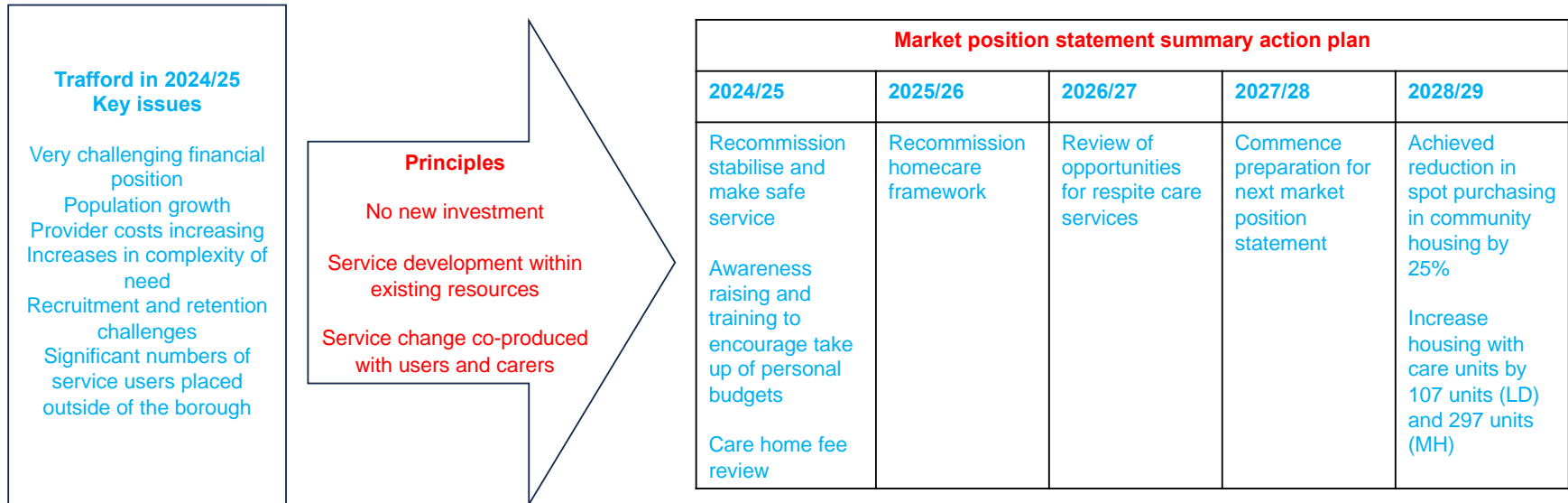
The statement will be reviewed on an annual basis and providers are encouraged to use the existing engagement structures, including the various provider forums, to contribute to these reviews.

On behalf of the directorate, we look forward to working with you over the next few years.

Nathan Atkinson
Corporate Director of Adult Services
and Wellbeing

Karen Ahmed
Director of All-Age Commissioning

EXECUTIVE SUMMARY



Trafford in 2024/25 Key issues

- Very challenging financial position
- Population growth
- Provider costs increasing
- Increases in complexity of need
- Recruitment and retention challenges
- Significant numbers of service users placed outside of the borough

Principles

- No new investment
- Service development within existing resources
- Service change co-produced with users and carers

Market position statement summary action plan				
2024/25	2025/26	2026/27	2027/28	2028/29
Recommission stabilise and make safe service Awareness raising and training to encourage take up of personal budgets Care home fee review	Recommission homecare framework	Review of opportunities for respite care services	Commence preparation for next market position statement	Achieved reduction in spot purchasing in community housing by 25% Increase housing with care units by 107 units (LD) and 297 units (MH)

A. INTRODUCTION AND BACKGROUND

1. Purpose and context

This market position statement sets out Trafford Council's expectations for the commissioning of adult social care services for people with a learning disability, people with autism and people with mental health needs, for the five year period 2024/25-2028/29.

The context in which this position statement has been prepared, and the overall aims and objectives of the Council in its adult social care commissioning role, have been set out in the adult social care commissioning strategy, which also covers the period 2024/25-2028/29. This strategy should be consulted by readers of this market position statement.

In essence, the Council's financial position over the lifetime of this market position statement is likely to be very challenging. This means that any new services that are commissioning must be funded either from one-off grants from central government, or by the transformation and de-commissioning of existing services. Any exceptions to this will need the approval of the corporate directors of adult services and finance. One-off grants are, by their nature, unpredictable: in the event of such grants being available, they will be used to take forward relevant areas of this market position statement.

The transformation and de-commissioning of existing services can, of course, be challenging. However, it can also present important opportunities to move away from out dated services and ideas to better, more personalised and person-centred services, and also to services which make better use of technology and other forms of innovation. Trafford Council's adult social care directorate welcomes and wishes to support providers who have enthusiasm and commitment to introducing innovation where doing so both improves the personalisation of services and reduces their overall cost.

1a. Note on autism

The Council fully recognises that the needs of people with autism are distinct from those of people with learning disabilities. In particular, as noted later on in this market position statement, the Council acknowledges the growth in the numbers of people assessed with autism but without a learning disability. However, in order to avoid repetition and duplication within this document, where the needs of people with learning disabilities and with autism overlap, the two client cohorts have been considered together. Where distinct arrangements apply for one or other of the cohorts, this has been made clear.

2. State of the current market

The market position statement for learning disability, autism and mental health services describes a more complex landscape. Whilst mental health services are stable, but of poorer quality, services for people with a learning disability and/or autism have proved more volatile with a number of providers making business decisions

resulting in one service closure and four changes of provider during 2023/2024 - all being due to provider withdrawal. Despite having a number of long-standing providers, the learning disability market is the most fragile element of the adult social care market in Trafford and commissioners are working closely with providers to maintain sufficiency and stability.

2.1 Service users: changes in need and demand

Learning disability and autism

In August 2023, Trafford Council was providing support to 499 adults with a learning disability. Of these 499 people, 120 were identified as autistic with 104 identified as having autism excluding Asperger's syndrome or so-called high functioning autism, the remaining 16 having Asperger's syndrome or high functioning autism. 166 people were in supported accommodation, 40% of whom were aged 50-64.

There is a general perception that there has been, and will continue to be, significant growth in the numbers of people identified as having autism, especially as adults. Demand for autism assessments for adults currently significantly outstrips supply, and this challenge has been increased by a reduction in the number of appropriately authorised organisations able to conduct NHS-funded autism assessments.

Work by the social enterprise IMPOWER for Trafford Council identified that, in September 2023, 44% of these service users were under the age of 37 (220 people). 25% are aged over 58 (125 people).

IMPOWER's work suggested that the trend for both the numbers of packages and their cost was upwards and their modelling suggested that, if no action was taken, both the number of packages and their cost would continue to rise (by 5% and 30% respectively, by 2026/27). This is not a position that the Council can, of course, sustain, given its overall financial outlook.

IMPOWER's work included a case review of people with learning disabilities and/or autism. IMPOWER's principal findings from this review were as follows:

- In the majority of cases dependence on social care services could not have been prevented, however there were 12% of cases where it could have been prevented.
- In addition, dependence on social care services could have been reduced significantly in 36% of cases and in 27% of cases it could have been delayed.
- There are a wide range of interventions that could support maximising independence, of which mental health support and education services appeared most frequently.
- Reviewers felt that strengths-based practice was not clearly evident and fully embedded in 79% of cases

- There is an opportunity to provide more effective support to carers, with 58% of cases being unclear about whether support had been offered to carers.
- Autism, carer breakdown, social, emotional mental health and physical disabilities were key factors contributing to a person needing social care support

There is a specific issue in relation to future demand from young people who are currently provided with care and support by the Council's Children's Services Directorate, namely those young people with special educational needs and disabilities (SEND). In September 2023 (the most recent publication of data from the Joint Strategic Needs Assessment for SEND) the Council had 6,483 children and young people aged 0-25 years old with SEND. The number of pupils with an education, health and care plan (EHCP) in Trafford schools is reported in data published in September 2023 was 2,013. This represents approximately 5% of the school-age population: an additional 10% of the school-age population were receiving some other form of special educational needs support.

The Council has established three 'pathways' for young people with SEND who are preparing for adulthood, namely the complex, neighbourhood and mental health pathways. The complex pathway almost always requires significant input from adult social services

281 young people have been identified as entering adulthood with an EHCP between 2024 – 2025, this means that they will have their 18th birthday in this time period. The Council's analysis shows that

- 24 people in 2024 will enter preparation for adulthood via the complex pathway
- 18 people in 2025 will enter preparation for adulthood via the complex pathway

As at the time of the preparation of this commissioning strategy, the Council assesses that the complex pathway is established and, whilst there are signs it is beginning to be effective, there remains more work to do. The neighbourhood pathway is in the process of being mobilised, and networks of contacts and connections have been established. The mental health pathway has not yet been established and requires initiation.

The pressures being experienced in terms of accommodation and care directly correlate to young people who have complex needs and are currently placed in residential or foster placements and require a replicated service in adulthood. A named social worker from adult services will start working with these young people when they are 17 years and one month old. The named social workers are able to complete assessments in accordance with legislative frameworks and facilitate required referrals (i.e. for healthcare input and for a financial assessment).

The social worker aims to match the needs of a young person to available adult services, but this is challenging and, in some cases, a young person is identified requiring a provision that does not currently exist within the borough. Typically, this

occurs amongst the cohort of young people who have a dual diagnosis of learning disability and/or autism and/or distressed behaviours and associated emotional well-being and/or mental health needs. For these young people, it is most likely at present that out of area placements will be the only option but these, of course, are very expensive (e.g., £3,000+ per week) and mean that the young person maybe far from their family. There are also challenges with accommodation options for young people who are not supported by children's services but who are unable to live independently, and additionally with the options and information made available to families by the Council.

Early work on the neighbourhood pathway has also identified that the needs of young people preparing to leave care are unlikely all to be appropriately met at present, as, typically, existing provision is not appropriate for their needs.

Mental health

There are approximately 2,369 adults on a Trafford GP register because they have a severe mental illness (data from Quality and Outcomes Framework, 2021).

The number of service users with mental health needs who were receiving a service from Trafford Council in 2022/2023 was 358. The average weekly cost of a mental health package was £697.98 (2022/23). Similar to learning disabilities, the average number of people with mental health needs who receive a service every week is decreasing over time, but the cost of care packages is increasing.

On a straight-line projection, starting from 2016/17 and including the years of the pandemic, Trafford Council could expect, by the end of 2028/29, to be providing long-term mental health social care to 373 people in the year, an average of 270 people per week, with an average weekly cost of £860.60.

2.2 The provider landscape

Learning disability and autism

Providers in the learning disability and autism markets offer, amongst other services:

- Supported living
- Residential and nursing care
- Day services
- Homecare services

There is no analysis of market share in learning disability and autism services. However, such analysis would be of limited value as many providers serve more than one borough and so market share may differ from place to place. Analysis by the Association of Directors of Adult Social Services indicates that the two providers which receive the largest proportion of investment in learning disability services (1 September 2023) are Future Directions CIC and Creative Support.

Recent committed developments include the provision of 25-single bedded flats on a single site by November 2024.

Learning disability and autism services are purchased in a variety of ways: as commissioned services, as spot purchases, and in arrangements with other commissioners or providers.

Mental health

Providers in the mental health market offer, amongst other services:

- Supported living
- Residential and nursing care
- Day services
- Homecare services

There is no overall analysis of market share in mental health services. However, such analysis would be of limited value as many providers serve more than one borough and so market share may differ from place to place. Analysis by the Association of Directors of Adult Social Services indicates that the two providers which receive the largest proportion of investment in mental health services overall (1 September 2023) are Compassionate Care and Support Ltd and Creative Support and Deepdene Care.

In the residential care market, there is a considerable reliance in Trafford on two main providers, Deepdene Care and Cera.

As in learning disability and autism services, mental health services are purchased in a variety of ways: as commissioned services, as spot purchases, and in arrangements with other commissioners or providers.

2.3 Investment and value for money

Learning disability and autism

In August 2023, work by IMPOWER identified that the average cost of support for one adult per year (using 2021/22 data) was £25.9k. The total commissioned spend on learning disability services in 2022/23, using the Council's own data, was £27.6m.

IMPOWER found that the number of people receiving support was decreasing over time, while the number of packages of care received and their cost are increasing (by 4% and 25% over 5 years, respectively).

Mental health

The average cost of support for one adult with mental health needs, per year (using 2022/23 data) was £32.7k. The total commissioned spend on mental health services in 2022/23 was £11m.

Analysis shows that the number of people receiving support was, broadly, decreasing over time, whilst overall costs were increasing.

2.4 Sustainability and market failure risk

There are many pressures on providers in the markets covered by this position statement. These pressures include:

- Increases in the national and real living wage over time
- Recruitment and retention challenges for workforce
- Access to capital
- Ability to obtain planning permission for modifications to buildings and for new build
- Costs arising from competition in public sector procurements

These factors, together with more specific local or organisational factors, can have an impact on providers' willingness and ability to maintain service levels and indeed, to stay in the social care market altogether. This being said, the rate of market exit in Trafford is very low, with only one provider (a homecare provider) reported to have left the market in 2023/24. Nevertheless, the Council will remain vigilant about the risk of market exit or market failure, and will regularly seek intelligence from providers about changes to the risk profile.

2.5 Quality assessment

Inevitably, there is a range of quality within existing services. By and large, however, the quality of commissioned services in Trafford is high. For example, as at 1 September 2023, 93% of care home beds being used by Trafford residents were in homes rated either Outstanding (16.1%) or Good (76.9%) by the Care Quality Commission.

The Council will continue to work closely with the Care Quality Commission, and with NHS Greater Manchester where appropriate, to safeguard and improve the quality of services which it commissions, with the aim of ensuring that every regulated provider in the borough providing services to Trafford residents is rated as at least Good by the CQC.

2.6 Outcomes

The Council is introducing outcome-based measures in some contracts with providers in the social care market generally. The use of outcome measures will be extended during the lifetime of this market position statement and the Council is committed to ensuring outcome measures are co-produced with service users and carers. The Council welcomes expressions of interest from providers to trial new forms of outcomes-based contracts as they are developed over time.

2.7 Gaps, undersupply and oversupply now and in the future

Learning disabilities and autism

Benchmarking by IMPOWER indicated that Trafford is achieving higher outcomes for lower spend, when compared to its statistical neighbours.

Trafford has the fourth highest average Attainment 8 score for pupils with special educational needs.

However, benchmarking also indicated that

- The percentage of carers of adults under 65 supported to avoid breakdown suggested that there may be more that could be done to ensure those caring for working age adults are supported
- The proportion of adults admitted to a care home is higher than would be expected
- The difference in employment rates between those with and those without disability is wider than would be expected.

IMPOWER's analysis suggested that the following interventions could be commissioned to address

- Short breaks. The respite care model in Trafford, IMPOWER suggested, was quite traditional which, at the time of IMPOWER's report, was being used by 62 people, 60% of whom were under the age of 40.
- Improved housing options (semi-independent living and shared lives) for young people
- Appointment of dedicated transition workers for young people

Housing with care including extra care

Analysis completed for the Greater Manchester Combined Authority in 2023 indicates that Greater Manchester has a requirement for significant additional housing with care units.. The modelling suggests that in Trafford, against a baseline of 22 units specifically for people with learning disabilities, by 2030 there will need to be 125 units, an increase of 103 (468%).

Outside of the analysis undertaken by IMPOWER and the Greater Manchester Combined Authority, work on the Trafford adult social care commissioning strategy has suggested a range of commissioning priorities and these are included in section B.7 of the strategy. Of specific relevance to this market position statement are the actions the Council intends to take with regard to stimulating a diverse, active market for those with a learning disability. The specific commitments made under this heading are as follows:

Ref.	Commitment	Comment
1	To reduce out of borough placements and encourage and support fewer bed-based and more individually-tailored community packages of care.	The Council is committed to a comprehensive review of its fee structure, working with NHS Greater Manchester, to address the mismatch between the Council's current structure

		and the actual cost of care home beds. This mismatch has been identified as critical in prompting higher numbers of out of borough placements (in care homes and supported living) than the Council, service users and carers want to see in the future.
2	Identifying any current gaps in provision, for instance in respite (short breaks) or any lack of provision within supported accommodation or within day opportunities and create a menu of options	See comment below
3	Promoting Direct Payments to give our customers the greatest freedom and flexibility to meet their needs.	The Council will undertake an awareness raising programme following by a training and development programme to encourage and support service users to take up Direct Payments and to leverage the benefits to independence and control that these payments can offer.
4	Working with the Trafford care providers to improve the quality of services where necessary and ensure that Care Quality Commission ratings improve. The statement will set out our commitment to that support and scrutiny.	The Council and NHS Greater Manchester, where relevant, will continue to work with the Care Quality Commission and with providers with the goal of ensuring that all providers providing regulated services to Trafford residents are rated at least as Good by the CQC.
5	Promote the valued role of Personal Assistants, whether it be for support as part of a personal health budget or Direct Payment and increase the number of PAs available to people with a learning disability and families	The Council will continue to promote the role of Personal Assistants and, where resources permit (e.g., as a result of releasing funds by transformation or decommissioning elsewhere) will increase the number of PAs available to people with a learning disability and their families.

With regard to gaps in current provision, the Council has identified at least the following priority areas:

- The availability of appropriate supported living facilities for young people with learning disabilities and/or autism is limited. The current services are dominated by services which are used by older residents and which may not meet the expectations or needs of younger people. Over time, the Council will identify means to decommission these older types of services, as service users

numbers reduce, and to commission new supported living services using a more personalised and individual model. The Council has already made good an element of this commitment in commissioning 25 new individual flats which are expected to become available from November 2024.

- In addition, the Council has commissioned 6 flats in North Trafford to open in 2024, with a possible 9 flats to follow and a large development of about 20 flats in Sale (with Irwell Valley).
- There is perceived to be a gap in the availability of appropriate respite care. The Council will review the opportunities to improve respite care services, within the current budget.
- Access to education, training and employment is limited. The Council is committed, through its arrangements for transition to adult services for young people with SEND, to ensure that every young person has a personalised plan to optimise their education and training and, where appropriate, to access employment. The Council intends to demonstrate leadership in this field by offering more internships, apprenticeships and employment positions to people with learning disabilities and autism. The Council will encourage all its commissioned providers in adult social care to take similar steps.
- Day services available to learning disabled people are limited and do not contribute sufficiently actively to supporting users to access education, training and employment. The Council will undertake a review of day services, in partnership with service users and carers, and will develop a plan to modernise day services so that they encourage greater independence and more personalised support for all service users.

Overall, the Council is committed to ensuring providers work towards the outcomes that are specified in its contracts, to offer individual service funds when appropriate, and to using the Greater Manchester learning disability and autism framework as the basis for procurement.

Mental health

Mental health services for Trafford residents are commissioned by the Council, by NHS Greater Manchester and by Greater Manchester Mental Health NHS Foundation Trust, operating under the section 75 Agreement between the Trust and the Council. The specific commissioning commitments being made by the Council in regard to adult mental health services are detailed in the commissioning strategy. They are as follows:

- Implement its new framework for mental health residential and supported living services from January 2024, improving the quality and flexibility of accommodation and supported living services. This will lead to more market share of these services being taken by innovative and forward-thinking providers, who are well-placed to work with service users to improve the personalisation of care

- Identify means to increase the number of nursing home beds (dementia and general) by approximately 50+, which are in short supply in the borough and city region¹. Options which the Council will consider will include working with one or more other local Councils to maximise commissioning leverage; entering into a partnership with a specialist provider whereby the Council supplies the building and the provider supplies the specialist care; and revising the fee structure to incentivise the market to innovate in this under-provided area. The Council will expect to have created additional commissioned capacity in nursing care during the lifetime of this strategy, depending on the availability of resources.
- Review the potential of respite at home services to support carers of people with serious mental health problem, with the potential to commission one or more day-care providers to provide homebased respite for up to two weeks at a time to help tackle the risk of carer breakdown.
- Explore the possibility of the development of 6 flats in Sale for people with mental health needs and forensic histories.
- To move to a recovery model for all commissioned services, commencing with awareness raising of best practice in recovery for all providers. The Council will work with established experts in the field of mental health recovery, including experts by experience, to co-design and deliver the awareness raising programme. The programme will be followed by the development of a recovery action plan which will aim to optimise the recovery potential of all commissioned services. The recovery action plan will have been completed by September 2025 and the recovery awareness raising programme will have been completed by March 2025
- To develop a strategic approach to reducing spot purchasing of up to one quarter of Trafford's existing supported living for adults with mental health problems and to replace them with individual flats with communal living spaces, so as better to meet the needs of younger people and to reduce the level of voids (unfilled accommodation) arising from unsuitable accommodation. The Council will consider what opportunities there are for developing specific accommodation e.g., for people with shared special characteristics, to reduce isolation and loneliness and to tackle discrimination. All new homes will contribute to the Council's carbon reduction targets.
- To continue to monitor and review the existing section 75 agreement with Greater Manchester Mental Health NHS Foundation Trust, and to develop further the role of professional social work in the provision of care and support to vulnerable adults

¹ Placements out of borough are, it must be noted, not always due to capacity issues within borough. Some arise as the result of appropriate matching of a service user's needs and/or compatibility requirements.

- To require each provider to prepare and implement a carbon reduction action plan during 2024/25, demonstrating how the provider will reduce its net carbon output and contribute to the Council's carbon reduction action plan.

Analysis completed for the Greater Manchester Combined Authority in 2023 indicates that Greater Manchester has a requirement for a total of additional 8,500 housing with care units against a baseline of 32,600 units currently (2023) in operation. The modelling suggests that in Trafford, against a baseline of 27 units specifically for people with mental health needs, by 2030 there will need to be 324 units, an increase of 297 (1,100%).

3. Key issues raised by providers

3.1 Key challenges raised by providers in consultation on the Market Position Statements, which are relevant to the groups of service users addressed by this market position statement, were as follows:

3.1.1 Funding arrangements including the Fair Price for Care system

3.1.2 Recruitment and retention of staff

3.1.4. Every increasing bureaucratic burden and duplication of effort with, for example, multiple reporting streams where providers have to submit the same or similar information

3.1.5 Local Planning guidance can be an obstacle to development and innovation.

3.2 Whilst the Council has heard reports from both providers and from NHS Greater Manchester that disincentives exist for care home providers to put residents forward for completion of an NHS continuing care check, this is not a view shared by all providers. The Council is committed to removing any such disincentive as it runs counter to individual residents' rights, but will explore this issue further with providers and NHS Greater Manchester before finalising its plans.

B. COUNCIL'S REQUIREMENTS AND EXPECTATIONS OF PROVIDERS

The Council needs providers within the adult social care market who can actively contribute to the achievement of key corporate and directorate priorities. Key issues in which providers should be able to demonstrate measurable contributions are as follows:

1. Resources

Providers should demonstrate that they make best use of the income they receive from the Council. Processes should be person-centred, efficient and productive. Duplication and failure demand should be eliminated.

2. Technological innovation

Providers should demonstrate their willingness to be at the leading edge of applying technological innovation, building on Trafford's work to date, e.g., with the Genie robot.

3. Workforce

Providers are expected to pay all relevant staff the national living wage and to support the delivery of the Council's Poverty Strategy. Providers are expected to operate as attractive employers within the market, and to minimise vacancy rates. Providers should have active staff engagement programmes including regular staff satisfaction surveys.

4. Climate change

Providers are expected to contribute actively to the Council's carbon reduction (net zero) programme and to be engaged as partners in the Council's approach to the climate emergency.

5. Population demographics

Population changes, and consequent changes in demand and need are predictable to some degree and the Council's predictions underlie the commissioning intentions in this market position statement. However, population changes and changes in growth and demand can also be subject to unforeseen influences (the Covid-19 pandemic being a very obvious one) and therefore providers, and the Council, need to retain a degree of flexibility about commissioning intentions and the shape of care provision in the future.

6. Changing model of commissioning

The Council is, of course, not the only commissioner of services for older people. NHS Greater Manchester is the statutory commissioner of healthcare services and increasingly commissioning is also undertaken through or alongside partnerships of organisations, including the Trafford Local Care Organisation. Much of the commissioning undertaken by NHS Greater Manchester relates to Greater Manchester as a whole, so the role of the Council as the body which has, by law, its focus on Trafford is particularly important in ensuring that commissioned services meet the specific needs of local people.

Over the course of this Market Position Statement, it is likely that commissioning will continue to evolve. There is likely to be more and more involvement by providers, service users, carers and voluntary and community organisations in co-designing services. At the same time, the financial position of commissioners as a whole is likely to remain very challenging over the course of this Market Position Statement.

The Council is committed to working constructively and positively with NHS Greater Manchester and with all groups with a role in commissioning and in keeping providers up to date with any major changes or developments that affect its commissioning in the future.

NB. Further information on the connections between NHS Greater Manchester strategic goals and those of this strategy are set out in section 7 of the adult social care commissioning strategy.

7. Co-production

The Council wishes to ensure that, where changes to services are planned, or new services are being developed, this work is done in partnership with providers as far as legislation permits, and that all material changes are co-produced with service users and carers using the Council's agreed co-production methodology.

C. SUMMARY OF COMMISSIONING INTENTIONS

1. Learning disability and autism

The Council's commissioning intentions in respect of each element of services for people with learning disabilities and autism are as follows:

Ref.	Service	Commissioning intentions (summary)
1	Assessment and care management including reference to Let's Talk and Trafford's 3-conversation model and links to community hubs	<p>Assessment and care management will continue to be focused on an assets-and-strengths based approach, underpinned by training and professional development.</p> <p>Trafford will continue to utilise the Let's Talk approach together with its 3-conversation model</p> <p>Assessment and care management will be strongly linked to community hubs albeit specialist social workers will be an important part of Trafford's social care service throughout the lifetime of this market position statement.</p>
2	Homecare	The Council aims to recommission its framework for homecare services (learning disability) during 2025/26. It will aim to use a new outcomes-based contract which will be co-produced with service users.
3	Day care	The Council will conduct a review of existing day care services during 2024/25, working closely with service users, with the objective of developing a new, more personalised and individualised model that better supports users to access education, training and employment.
4	Residential care	The Council will continue to promote Home First as the core of its approach to the commissioning and provision of social care. This means that the Council does not envisage any growth in the residential care sector over the lifetime of this market position statement, save in respect of demographically driven demand. The adult social care directorate notes that both recent (2019 and

		2023) housing needs assessment forecast significant increases in residential care demand, associated with demographic change. These forecasts do not take into account the continued implementation of the Home First approach.
5	Nursing care	Nursing care is a specialist service for people with learning disabilities and autism and is not generally commissioned in any quantity. The Council does not expect this position to change over the period to 2028/29.
6	Rehabilitation and re-ablement	The Council currently commissions a stabilise and make safe (SAMS) service. The Council intends to recommission the SAMS service starting in 2024 and this recommissioning will include a rebranding to move away from the SAMS concept towards re-ablement. The recommissioning will be for all client groups including people with learning disabilities and autism.
7	Intermediate care	The Council does not plan any change to intermediate care services which would have an impact on this client group.
8	Hospital discharge (discharge to assess)	The Council does not plan any change to hospital discharge services which would have an impact on this client group.
9	Supported housing/supported living	<p>The Council aims to develop an approach to reducing spot purchasing in supported living as the opportunity arises, with a goal of reducing spot purchasing by 25% over the lifetime of this market position statement.</p> <p>The Council will continue to commission new, individual flats with or without communal areas, as resources allow. The Council's ambition is to increase the number of housing with care units by 107 units over the lifetime of this market position statement.</p>
10	Personal budgets	The Council will run an awareness raising programme following by a training and education programme, to encourage the take-up of personal budgets for all client groups.
11	Respite care	The Council will review the opportunities to improve respite care services, within the current budget.

2. Mental health

Ref.	Service	Commissioning intentions (summary)
1	Assessment and care management including reference to Let's Talk and Trafford's 3-conversation model and links to community hubs	<p>Assessment and care management will continue to be focused on an assets-and-strengths based approach, underpinned by training and professional development.</p> <p>Trafford will continue to utilise the Let's Talk approach together with its 3-conversation model</p> <p>Assessment and care management will be strongly linked to community hubs albeit specialist social workers will be an important part of Trafford's social care service throughout the lifetime of this market position statement.</p>
2	Homecare	The Council aims to recommission its framework for homecare services (mental health) during 2025/26. It will aim to use a new outcomes-based contract which will be co-produced with service users.
3	Day care	The Council will conduct a review of existing day care services during 2024/25, working closely with service users, with the objective of developing a new, more personalised and individualised model that better supports users to access education, training and employment, and which is built on the recovery model.
4	Residential care	The Council will continue to promote Home First as the core of its approach to the commissioning and provision of social care. This means that the Council does not envisage any growth in the residential care sector over the lifetime of this market position statement, save in respect of demographically driven demand. The adult social care directorate notes that both recent (2019 and 2023) housing needs assessment forecast significant increases in residential care demand, associated with demographic change. These forecasts do not take into account the continued implementation of the Home First approach.
5	Nursing care	Nursing care is a specialist service for people with mental health needs (of working age) and is not generally commissioned in any quantity. The Council does not expect this position to change over the period to 2028/29. Details of commissioning intentions for older adults with mental health needs (primarily dementia) are included in the relevant section of the market position statement for older people's services.
6	Rehabilitation and re-ablement	The Council currently commissions a stabilise and make safe (SAMS) service. The Council intends to

		recommission the SAMS service starting in 2024 and this recommissioning will include a rebranding to move away from the SAMS concept towards re-ablement. The recommissioning will be for all client groups including people with mental health needs.
7	Intermediate care	The Council does not plan any change to intermediate care services which would have an impact on this client group.
8	Hospital discharge (discharge to assess)	The Council does not plan any change to hospital discharge services which would have an impact on this client group.
9	Supported housing/supported living	<p>The Council aims to develop an approach to reducing spot purchasing in supported living as the opportunity arises, with a goal of reducing spot purchasing by 25% over the lifetime of this market position statement.</p> <p>The Council will continue to commission new, individual flats with or without communal areas, as resources allow. The Council's ambition is to increase the number of housing with care units by 297 units over the lifetime of this market position statement.</p>
10	Personal budgets	The Council will run an awareness raising programme following by a training and education programme, to encourage the take-up of personal budgets for all client groups.
11	Respite care	Review the potential of respite at home services to support carers of people with serious mental health problem, with the potential to commission one or more day-care providers to provide homebased respite for up to two weeks at a time to help tackle the risk of carer breakdown.

3. Care home fees

The fee arrangements for care homes in Trafford is seen in some quarters as problematic, both as fees relate to the Council and to NHS Greater Manchester. A review of fee arrangements, and possible disincentives to providers to checklist residents under the NHS continuing healthcare arrangements, will be undertaken by the Council, starting in 2024/25. This review will cover all client groups.

4. Council's approach to working with providers

Trafford Council very much values providers who offer high quality social care services at an appropriate price, to local residents. Trafford Council adult social care directorate will:

- Continue to develop means of engaging with providers on a regular basis to share ideas, hear concerns, and address practical and strategic issues
- Continue to work with the STAR procurement service to respond to providers' feedback regarding procurement processes. The Council will take appropriate opportunities arising from the new Provider Selection Regime to use different procurement routes where to do so meets the criteria of the regime.
- Continue to support providers to address key corporate objectives including education and training, employment opportunities, the development of cultural assets within the borough, the net reduction in carbon emissions and the promotion of equality, diversity and inclusion at all levels within society.
- Increase the direct connections between providers and the all-age commissioning team, by encouraging direct contact between commissioners and providers to resolve problems and challenges more quickly, and to support innovation.
- Continue to keep fees under review, whilst acknowledging both that providers face rising costs and that the Council's financial position is likely to remain highly challenging throughout the lifetime of this market position statement

5. Review

This market position statement will be reviewed on an annual basis and a refreshed and revised version will be prepared for the five-year period starting in 2029/30.

March 2024

Annex

Trafford's all-age commissioning team

