

# Markel Care Practitioners\*

## Commissioning support

Markel Care Practitioners possesses substantial expertise in the commissioning of care across all adult and children and families client groups, across healthcare where there are commonalities with users, care needs, and for a range of supported housing services.

### Our commissioning and procurement services

We can do any combination of the following for you:

- Development of commissioning strategies in consultation with your leadership teams and key stakeholders
- Preparation of business cases to support commissioning intent and procurements, and presentation to decision makers
- Strengthening your procurement staff to assist in areas where there is a skill gap
- Advising on procurement approaches, including European OJEU procedures
- Mentoring in-house staff so they are more capable of taking full responsibility for commissioning and procurement requirements
- Assistance on evaluation of tenders and management and support of bidders meetings
- Contract management following award of tenders
- Development of contract suites, for verification with your in-house or external legal teams
- Leadership of change management where dictated by approved commissioning strategy
- Assist in developing partnership arrangements with NHS agencies, CCGs etc.

### Specific tendering training and support

Markel Care Practitioners are experts in the tendering process and can share their knowledge as commissioners and in writing tenders, enabling you to be successful in the tendering process. Tendering applications are time consuming and often require specific techniques to ensure that they represent both the uniqueness of your organisation and that they answer and evidence the requested information succinctly, making your application stand out.

Whether it be training around the tender process, development of strategies for tendering, completing tendering documents or evaluating current agreements, partnership applications or supporting your organisation to grow and develop. Markel Care Practitioners has a proven track record of successful tender support and ability to share their knowledge to ensure that your organisation's purpose, passion and expertise is expressed enabling growth.

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## Case study



**Service provider:** For 16-18 independent living provider.



**Support offered:** Training specifically about attracting referrals and seeking tenders. This is made bespoke to the client to enable them to further understand the tendering process and effectively compete in the market.



**Deliverables:** The organisation wanted to ensure it was competitive and able to effectively communicate its unique services, its ethos for young people, the skills of its staff and quality of its provision within the commissioner documentation. Training worked with the organisation to understand their key values and their mission. Work was done with the management team to further understand the questions that were asked on tendering documentation and to ensure that they were able to describe and provide the information required. The purpose of the training was to improve the tendering process and support the organisation to prepare and participate in tenders with confidence and to provide the information requested. This provided the organisation with the skills to gain new commissions and to grow as an organisation.



**Outcome:** Following the training, the client contacted Markel Care Practitioners to share that they had subsequently won two tenders. Furthermore they felt that their confidence in understanding and completing the tender process had improved and they were optimistic about their position in the market and competitiveness to win tenders based on the training and expertise provided.

