

Personalised Employment Programme and Invest to Save

Supplier Event July 2009

- Welcome
- Domestic

Purpose of the event

- Information sharing
- Early supplier engagement
- Opportunity to ask questions
- Gain feedback from the market

Presentations

- Invest to Save
- Localisation Agenda
- Special Purpose Vehicles
- Personalised Employment Programme
- Procurement Approach

Commissioning Strategy - Background

- Published 28 February 2008
- Sets out principles for a new way of working with suppliers
- These principles will be reflected in our approach for Invest to Save and the Personalised Employment Programme

Commissioning Strategy – the context

- Increasing focus on shared objectives
- Focus on the individual
- Step change in what we deliver and step change in how we deliver

The market we want

- Our relationship with suppliers will be more strategic
- Based on shared understanding of Government objectives
- We'll increasingly link with strategic partners
- Smaller, specialist suppliers will be encouraged to flourish and develop

The provision we want

- Programmes will be broader; there will be less segmentation of customers
- We will involve suppliers early on in our thinking when developing policy and provision
- We will involve strategic partners in the procurement process
- Provision will offer personalised support

Rewards and Incentives

- Competition will remain key
- Payments will be based on outcomes and increasingly on sustainable job outcomes
- Risk/reward balance will be different
- Introduction of a 'Code of Conduct' describing best practice with regard to treatment of sub-contractors