

‘Sizing the prize’ developing an offer to local health and care leaders:

Outline offer description/Potential
material for use for marketing etc.

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The Challenge



How to galvanize local leaders across health and care to take the next steps in achieving effective health and social care integration

Local leaders across local health and social care systems are often aware of the gap that exists between the current position and their ambitions for more effective integrated service planning and provision. Ways to close this gap are often challenging in the face of competing priorities and pressures

Why this offer of Support to Councils?

(Key positioning messages)

- **Place based leaders across LAs and the NHS and beyond want help in moving their health and social care systems forward. This is often from within the membership of a Council's Health and Wellbeing Board.**
 - **This focus is one of the most difficult to do from within a place. It includes determining the allocation of resources across local systems in a way which will allow for the greatest impact on health and wellbeing outcomes for local people.**
 - **It is about improved quality and more efficient use of local resources.**
 - **It brings an understanding of how resources might need to shift or can be 'freed up' in order to do this and how local leadership can be galvanised in a way which will support their local system to achieve this.**
 - **It supports leadership to be galvanised around a shared agenda**
 - **It allows the finance community to play its full role in the transformation journey ahead.**
 - **It recognises local places are at different stages of a journey and links to local health and care service model development.**
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What is our ‘Sizing the Prize’ offer?

(Key positioning messages)

- It is bespoke to each place, This means it is tailored to the needs and priorities of local leaders; the focus is determined by them, not by us.
 - It supports local leaders, including financial leaders to work closer and more effectively together in their leadership role of the local system.
 - It provides analytical and financial expertise, aimed at identifying where the greatest potential benefits for local people, both in quality outcomes and ‘shifting’ or ‘freeing’ resources presently ‘trapped’.
 - Finds real, tangible significant quality opportunities and ‘trapped’ resources
 - it promotes a shared agenda and priorities amongst local leaders.
 - It draws insight from local data.
 - It helps to develop capability and to build a legacy.
 - It requires commitment but minimum input
 - Leaves knowledge, process and expectation
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1. Scoping Call

	Scoping call
Purpose	<ol style="list-style-type: none"> 1. To make initial contact with the local system and scope out how the process works 2. Listen for the particular circumstance of the local system and begin to: <ul style="list-style-type: none"> -identify potential focus/capture initial client view of key issues -shape how the interviews and on-site workshop is likely to work best 3. Agree the key contacts and logistics of the whole process and how it will be supported locally
Activities	<ul style="list-style-type: none"> • Pre call: brief contextual scan/sharing of intelligence amongst team to identify key local issues to assist/inform call • Initial call with designated project sponsor(s)
Outputs	<ul style="list-style-type: none"> • Confirm incoming enquiry/referral into agreed assignment • Secure commitment from Council, including need for strong buy-in from finance as well as service/integration lead • Outline plan (key people, inputs, outputs, caveats, time frame etc.)
Resources	<ul style="list-style-type: none"> ✓ LGA CHIP senior advisor ✓ LGA associate advisor ✓ Local Partnerships

2. Pre Workshop Interviews

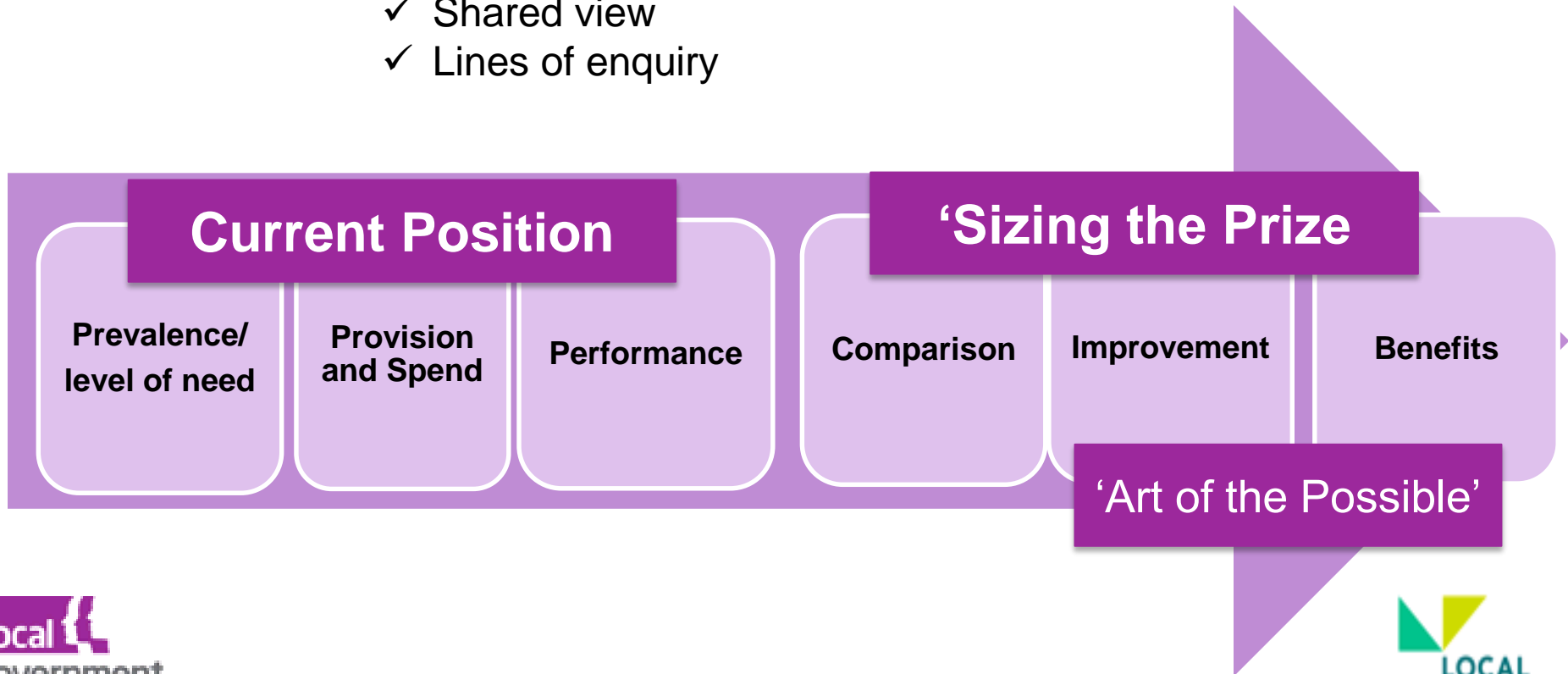
	Pre-workshop interviews
Purpose	<ol style="list-style-type: none"> 1. To focus leaders and to gather insights 2. To build a collective focus on place and people's needs 3. To identify key themes/issues around which analyses will be scoped
Activities	<ul style="list-style-type: none"> • Develop a sheet of core interview questions to be sent out in advance to allow some preparation • On site interviews with 8-10 members of HWB (or joint LA/NHS leadership team members)
Outputs	<ul style="list-style-type: none"> • Identify key issues/them around which data will be collected and analyses will be scoped
Resources	<ul style="list-style-type: none"> ✓ LGA associate advisor ✓ Local Partnerships

3. Research and Analyses

	Research and analyses
Purpose	1. (For agreed key themes) undertake analyses to identify potential quality opportunities and resource 'shift'/'savings' (' <i>size of the prize</i> ')
Activities	<ul style="list-style-type: none"> • Engagement with local finance and information staff to set up data/information flow: finance, activity, quality etc. • Undertake analyses: benchmarking, costs, 'resource shifts and savings' • Follow-up interview/discussion with finance/information representatives to confirm assumptions/analysis • Development of summary ppt. for workshop
Outputs	<ul style="list-style-type: none"> • Excel based workbook of local data and analyses • Summary presentation for workshop
Resources	<ul style="list-style-type: none"> ✓ Local Partnerships ✓ LGA CHIP information specialist

Our Approach to Data Analyses and Information Collection

- ✓ Accessible data and information
- ✓ Local and national
- ✓ High level/illustrative analyses
- ✓ Use of benchmarking and comparison
- ✓ Shared view
- ✓ Lines of enquiry



4. 'Case for Change' Workshop

	'Case for Change' workshop
Purpose	<ol style="list-style-type: none"> 1. Presentation of key outcomes from analyses 2. Discuss implications for scope and pace of local system integration 3. Agree key leaderships actions to be taken forward into local plan
Activities	<ul style="list-style-type: none"> • Half day facilitated workshop with local leaders • Action planning
Outputs	<ul style="list-style-type: none"> • Ppt. presentation of outcomes • Local leadership action/next steps planning
Resources	<ul style="list-style-type: none"> ✓ LGA associate advisor ✓ Local Partnerships

5. Next steps/follow up after workshops

	Next steps
Purpose	<ol style="list-style-type: none"> 1. Handover of excel based spreadsheet to key finance contact of key analyses undertaken 2. Post workshop call (after 3-4 weeks ?) to receive/give feedback: <ul style="list-style-type: none"> - hear reflections on how the event worked as a pilot - hear how the action plan has developed - offer (if welcome) any views as an independent facilitator on how the system operated through the process that may be insightful and helpful 3. Discuss follow-up support from: <ul style="list-style-type: none"> - LGA and CHIP - Local Partnerships
Activities	<ul style="list-style-type: none"> • Finalise excel based analyses tool with guidance notes • Call with project sponsor (and other local leader as appropriate)
Outputs	<ul style="list-style-type: none"> • Excel based tool for continuing analyses • Evaluation of process and value • Signposting to further support
Resources	<ul style="list-style-type: none"> ✓ LGA CHIP senior advisor director ✓ LGA associate advisor ✓ Local Partnerships