

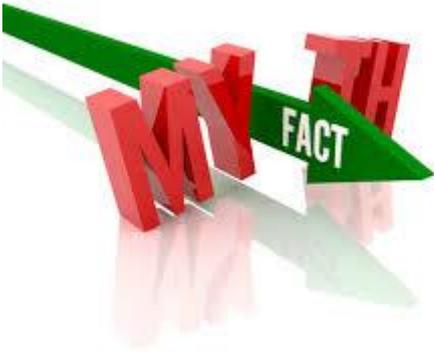


Myths around Buying Care and Support



This is a list of things that are not true about buying care and support.

What is a Myth?



A Myth is what people believe, but is not true.

Myths can stop the building of better ways of working.



We have made a list of myths around buying care and support.

Many of these myths are around the **contract** to buy care and support.

When money is spent to get services, a contract is made.



This means that someone is paid to do something. A contract shows what is paid for.

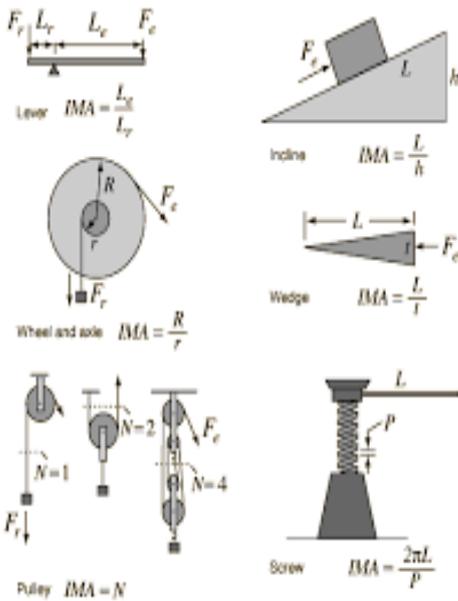
There are lots of rules around how to make a contract.

But there are also a lot of myths.

People who write the contracts are called Procurement Officers, but we will call them 'the people who buy care'.



List of Myths



1. **Myth** : I need to have a complex contract with lots of rules to buy care.

Reality: I can make the contract simple and easy to understand.

2. **Myth** : I have to follow European Union rules to buy care.

Reality: EU rules are only for the very big contracts and not good for small and medium contracts.

3. **Myth** : I cannot talk to providers before I make a contract.

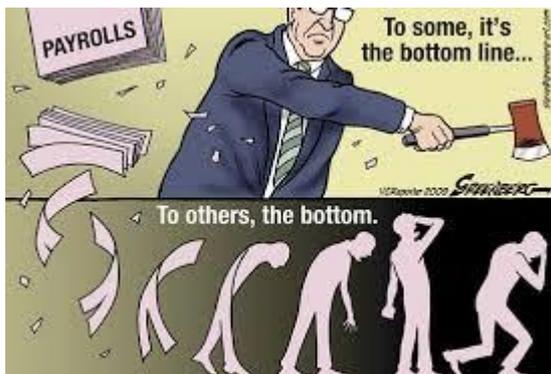
Reality: I need to talk to providers so that I know what can be done.

4. **Myth** : I cannot just give money to providers to make a new way of delivering care.

Reality: I can give money to providers (this is called a 'grant'), to make a new services.

5. **Myth** : I must save money and pay as little as possible for care and support.

Reality: I have to make sure that people have their needs met as best as possible.



More Myths



6. **Myth** : The people we elect (councillors) don't have anything to do with people who buy care.

Reality: We elect people so that they can get the services we want.

7. **Myth** : We have to do what the lawyers tell us, all the time.

Reality: We need to listen to lawyers, but the decision is ours. We have to make the best decision for people.



8. **Myth** : We cannot be creative with contracts.

Reality: We need to find new ways to buy care and support.

9. **Myth** : We cannot include our own services in a call for care and support.

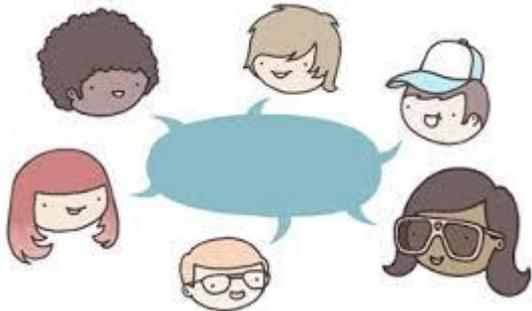
Reality: We should include Council services when we think about who to deliver care and support

10. **Myth** : People who buy care only know about contracts and process.

Reality: People who buy care do know about talking to people, working with different groups, and finding new ways of doing things.



More Myths



11. **Myth** : I already know what I want to buy, I don't need to discuss it with anybody.

Reality: I need to talk to the people using care and support, and providers, so that what I buy is the best.



12. **Myth** : All providers are the same.

Reality: Providers are different and have different services and ways of working. I need to talk to each of them to find out how best to work with them.



13. **Myth** : I have to pay the same amount to all people who support people.

Reality: Different needs need different levels of skill. I have to pay differently for different levels of skill.



14. **Myth** : Contracts are made in secret with only legal and local authority people.

Reality: For a contract to be useful, it must be made with people who use services and the providers.