Probation Services

Market Engagement and Warming

Protecting and advancing the principles of justice
### Agenda

<table>
<thead>
<tr>
<th>Agenda</th>
<th>Time</th>
<th>Presenter</th>
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<tbody>
<tr>
<td>Introduction and overview of market engagement</td>
<td>10:30 – 10:45</td>
<td>Max Cairnuff</td>
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<td>Performance Framework</td>
<td>10:45 – 13:15 (with 10 minutes coffee break)</td>
<td>Sue Rex</td>
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<td>Lunch</td>
<td>13:15 – 13:45</td>
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<td>Payment Model</td>
<td>13:45 – 16:25</td>
<td>Janet Philipson</td>
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<td>Governance</td>
<td>16:25 - 16:55</td>
<td>Janet Philipson</td>
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Market engagement: activities so far

• We have completed:
  
• 2 launch events in London and Manchester at the beginning of August 2018, following the publication of the PIN in late July

• 1 full round of thematic sessions: services, enablers (ICT, estates and workforce), commissioning and local partnerships, commercial model (payment and performance)

• Follow up sessions on:
  • Services
  • Commissioning
  • Commercial Model

• Separate thematic session on pre-qualification criteria
Market engagement: next steps

• We are currently planning the following market engagement events for December:

  • Approach to transition including ICT and Estates (half day)
  • Commissioning model and sourcing for Probation Services (half day)

• Commercial strategy and procurement including:
  • Lotting strategy and market share cap
  • Procurement process
  • Pre-qualification criteria
  • Evaluation strategy (price and quality)
  • Supply chain management
  • Contract levers

• We are also currently considering our approach to populating the data room. Please let us know what information you would like to be included in the data room and whether there is any particular information it would be useful to have early or in draft form, by emailing us at: ProbationCommercialTeam@justice.gov.uk
Market warming

We are planning the following market warming activities in January-March 2019, although these remain subject to change and the timelines indicated here are subject to adjustment:

• Full round of thematic sessions to explain the requirements to the market towards the third week of January:
  • Services: OM, risk management, resettlement, rehabilitation, APs and UPW
  • Enablers and Transition: ICT, estates, workforce
  • Commissioning and sourcing
  • Commercial model: payment, performance and contract levers
  • Commercial strategy and procurement: lotting strategy and market share cap, procurement process, pre-qualification criteria, evaluation strategy (price and quality), supply chain management

• Issue of tender documents (SQ, ITT and Contract) in time to give the market reasonable time to provide comments and questions. This will give the Authority few weeks to reflect on feedback received and to consider whether any change is required

• 121 meetings with suppliers – to help build market confidence and understanding.

• We will also host events for probation staff.