



# 15 Year Partnership Agreement

Between

**Surrey County Council**

and

**Surrey Care Association Limited**

Signed:

Andrew Webster,  
Executive Director for Families,  
Surrey County Council

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Mike Roycroft,  
Chairman,  
Surrey Care Association Ltd

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Date:

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## **PARTNERSHIP AGREEMENT BETWEEN SURREY CARE ASSOCIATION LTD AND SURREY COUNTY COUNCIL**

**Aim:** To facilitate a strategic, inclusive and consistent long term partnership between the council and independent sector providers, in line with the Department of Health's National Commissioning Framework.

**Term:** 1<sup>st</sup> April 2008 to 31<sup>st</sup> March 2023

### **Surrey Care Association Ltd agrees to:**

1. Be democratically governed by **all** registered social care providers in Surrey.
2. Cover the following key areas:
  - 2.1 **Represent the sector with the following organisations or their successors:**
    - SCC's Families Directorate and SCC's Procurement Team
    - Organisations with a wider remit, e.g. CSCI, Learning and Skills Council, Skills for Care, SEEDA and CSIP
  - 2.2 **Market development:** Work with SCC to develop long-term commissioning plans for the range and volume of services needed in Surrey, so that both SCC and providers can understand exactly how their individual organisations fit into the market as it develops throughout the county, taking into account the strategic plans for Self Directed Support.
  - 2.3 **Workforce development:** Broker information and funding for providers, so that they can know about and obtain funding and training/development opportunities for current staff, and also plan how to sustain a viable workforce in the light of expected demographic and business transformation changes. Engage with employers re the Skills for Care Sector Skills agreement
  - 2.4 **Business development:** Broker information and funding for providers (similar to Workforce development) and give providers (both actual and potential) informed advice about business opportunities in Surrey, based on the latest market conditions and the impact of Self Directed Support and SCC's commissioning plans.
3. Deliver the following outcomes:
  - 3.1 Make a significant contribution to the Surrey NHS/SCC Joint Strategic Needs Assessment
  - 3.2 Develop a timetable of network meetings for Surrey's providers and a framework under which they will be conducted, in order to provide two-way communication on any matters of interest or concern and inform providers about business and workforce developments.
  - 3.3 Meet quarterly with the Strategic Director for Families and Executive Member - Adults & Community Care.and Heads of Service.

- 3.4 Issue regular newsletters and maintain a detailed and accessible website in line with the association's inclusive and transparent ethos.
- 3.5 Organise and run training seminars, conferences, exhibitions and networking events for all of Surrey's social care providers.
- 3.6 Facilitate the development of new providers and services in line with market demand and the emergence of Self Directed Support
- 3.7 Support SCC in the achievement of its performance outcomes in relation to workforce development in the independent sector.
- 3.8 Support SCC on key issues facing the sector and in the implementation of initiatives from central government.

**Surrey County Council agrees to:**

1. Work in the spirit of partnership in line with the Compact and extend the partnership to be inclusive throughout SCC and the NHS in Surrey.
2. Work with providers in the development of medium to long term demand forecasting in terms of:
  - 2.1 Demand and costs for services;
  - 2.2 Business transformation to meet commissioning needs, and;
  - 2.3 Understanding workforce requirements;
3. Provide advice, support and information by sharing intelligence, producing policy briefings, etc.
4. Discuss, review and agree contractual processes or specifications for services purchased;
5. Work together with providers to maintain a realistic understanding of providers' costs (including the use of nationally recognised benchmarks) and conduct fee negotiations against this background.
6. Work to reduce transaction costs and develop administrative processes in consultation with Providers;
7. Provide core funding to the Surrey Care Association to enable it to sustain its key strategic role (which in turn enables additional funding to be secured from other statutory bodies for the benefit of Surrey providers). The funding is to be agreed annually in January, with a specific amount for the financial year beginning in April and an "in principal" amount for the following two years.
8. From time to time commission Surrey Care Association to carry out additional non core tasks which assist both organisations in achieving their objectives

**Both parties agree to comply with the Surrey Compact both in respect of their dealings with each other, with all voluntary and community organisations and, whenever possible, with other stakeholders.**