

Question posed by Dialogue RI Group

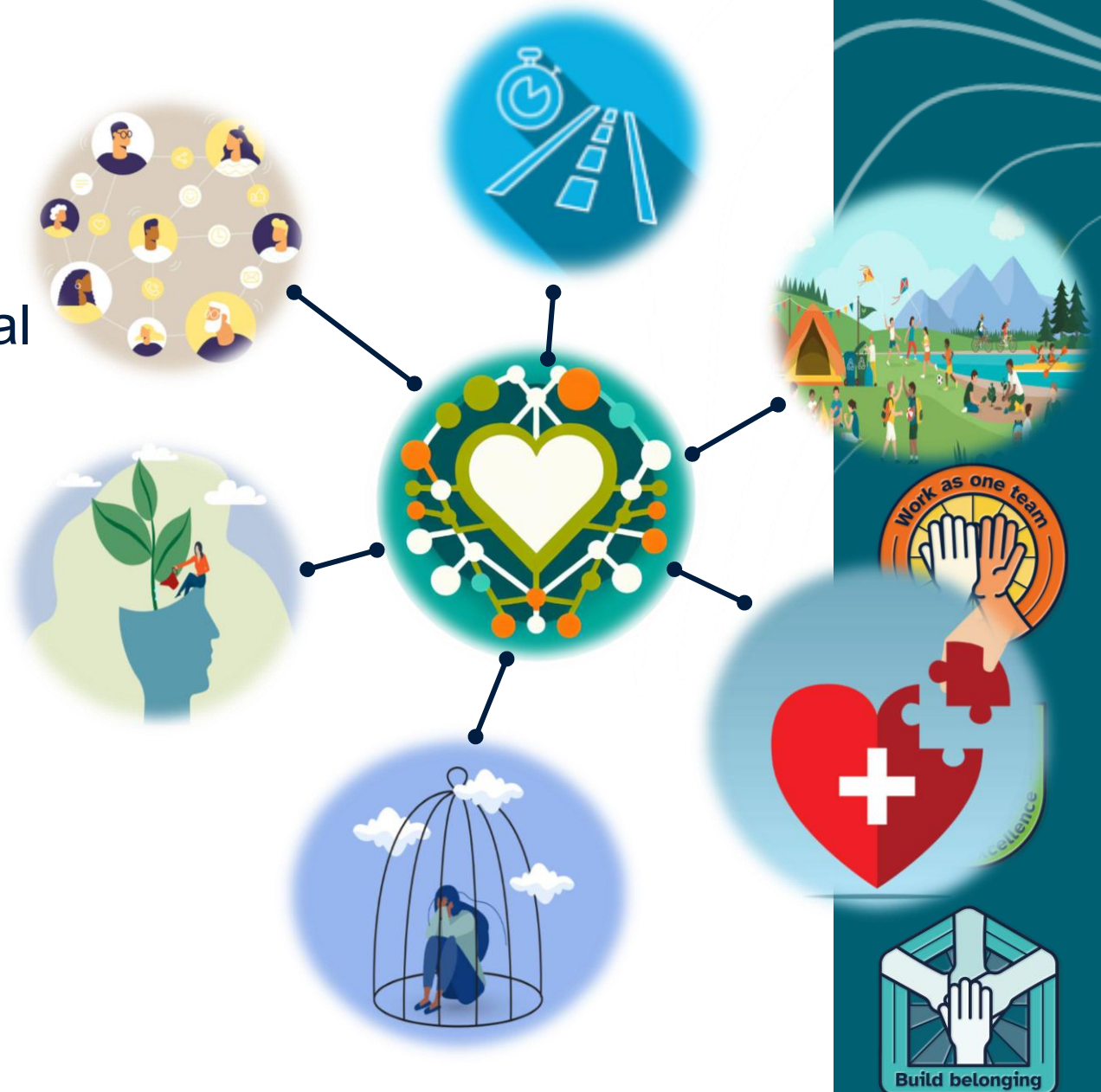
**What information do commissioners and providers need to properly shape provision for our young people in the South West?**

Approaches by Somerset and Devon Councils

# Somerset's approach

## Keeping children Close

- Staying Close to friends and family
- Continuity in education and access to local resources
- Higher chance of reunification (if appropriate)
- Stops children feeling lonely and isolated
- Builds strong community ties
- Helps children build memories
- Reduces social work travel time
- Effective solutions for collaborative working across professionals
- It's the right thing to do for children



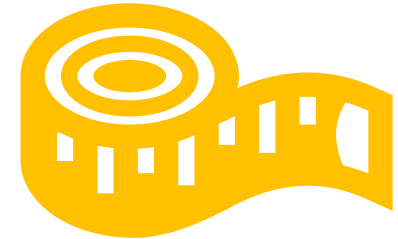
## SEGMENTATION AND MARKET INTELLIGENCE



## PROVIDER ENGAGEMENT



## VALUE





# MARKET SEGMENTATION AND PROVIDER INTELLIGENCE

FINANCIALS										
Av. cost of placement in 22/23	Av. cost of placement in 23/24	Av. cost of placement in 24/25	New placement fee	Annual spend 22/23	Annual spend 23/24	Annual spend 24/25	Total no of bed nights for 22/23	Total no of bed nights for 23/24	Total no of bed nights for 24/25	No of children supported in 24/25

PROVIDER DEMOGRAPHICS							
Status of organisation	Size of provider (beds) <10 small <25 med >26 large	No of homes in Somerset	No of beds in Somerset	No of homes in SW (exc Som)	No of beds in SW (exc Som)	No of homes nationally	No of beds nationally

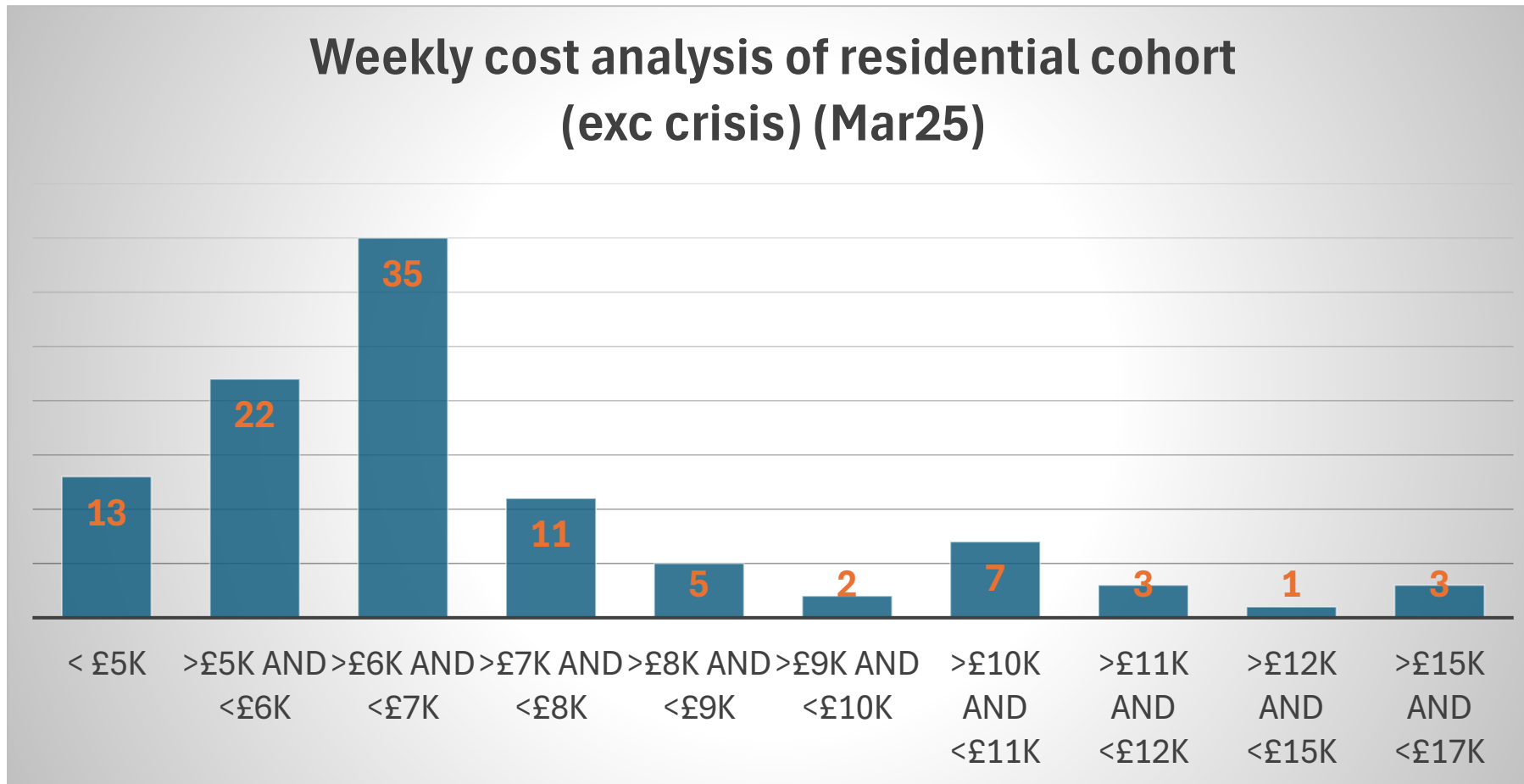
OPERATIONAL DELIVERY			
Staffing model	Specialism/type of home/therapeutic	Care or Care/Education	Other

OUTCOMES		
Outcomes (Positive, Negative)	Placement stability (positive/Negative)	Engaged with ASDAN

COMMISSIONING					
Peninsula provider	QA/Ofsted	Development plans/growth	Relationship	NOTES	Meeting date

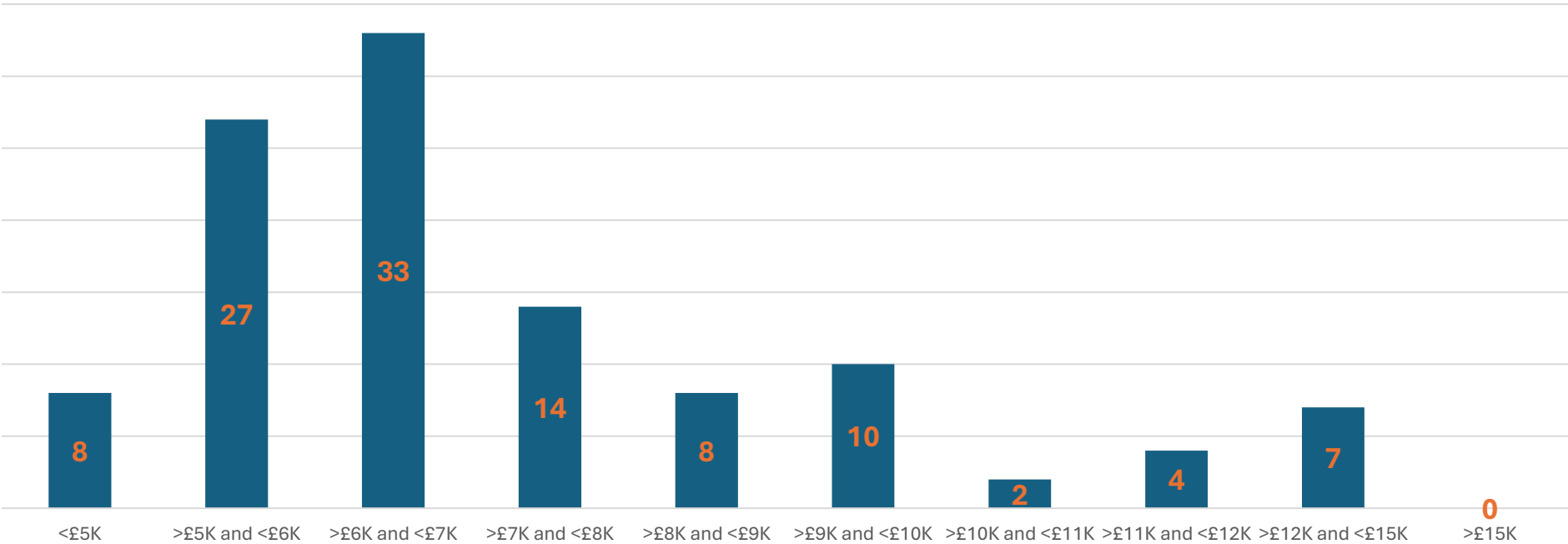


# Basic cost analysis (April 25)



# Basic cost analysis (May 25) Devon

Weekly cost analysis of residential cohort  
(exc crisis) (May25)

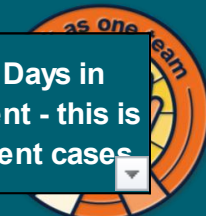




# MARKET SEGMENTATION AND PROVIDER INTELLIGENCE

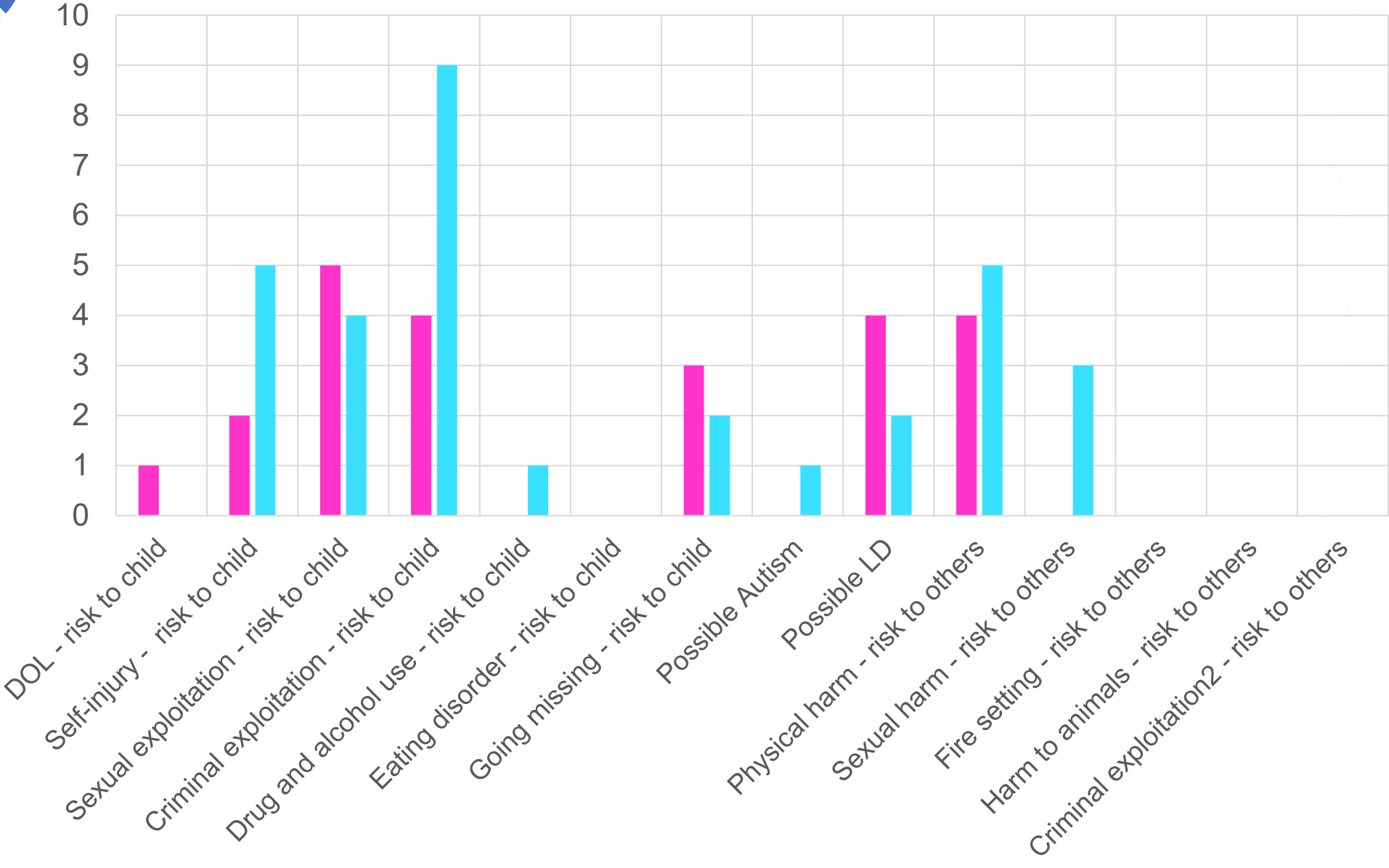
- Looked at all CLA placed in residential in the last 12 months (44)

Care Placement Number	LCS Number	SURNAME	FIRST NAME	DOB	AGE	Gender	SCHOOL	TYPE OF PLACEMENT	PROVIDER	ADDRESS	Local Authority of placement				
EHC Plan	Contract Price per week	Multi-agency Children's Complex Needs Panel (MCCNP) OR CSC & SEND Joint Funded			CSC contribution	Education/ SEND contribution	Health Contribution	Start Date	No of Days in Placement - this is for current cases						
DOL - risk to child		Self-injury - risk to child		Sexual exploitation - risk to child		Criminal exploitation - risk to child		Drug and alcohol use - risk to child		Eating disorder - risk to child		Going missing - risk to child		Other (please specify)	
Physical harm - risk to others		Sexual harm - risk to others		Fire setting - risk to others		Harm to animals - risk to others		Criminal exploitation2 - risk to others							





44 Children placed in residential over past 12 months







# QA Dashboard

- Somerset occupancy of Somerset residential and supported accommodation homes
- Understand closures of Somerset homes
- Ofsted ratings and links to reports
- Links to all QA visits and reports
- Reg 44 reports received
- Reg 35 fostering reports

	No. of Somerset homes	Total number of beds*	Number of Somerset children	%
Sep-23	44	123	37	30%
Oct-23	44	123	37	30%
Nov-23	46	135	45	33%
Dec-23	46	135	45	33%
Jan-24	46	135	47	35%
Feb-24	46	135	46	34%
Mar-24	46	135	45	33%
Apr-24	46	135	46	34%
May-24	48	139	47	34%
Jun-24	48	139	48	35%
Jul-24	48	139	45	32%
Aug-24	48	139	45	32%
Sep-24	48	140	45	32%
Oct-24	48	140	47	34%
Nov-24	48	140	47	34%
Dec-24	52	147	49	33%
Jan-25	52	140	49	35%
Feb-25	52	140	49	35%
Mar-25	52	148	50	34%
Apr-25	53	150	54	36%

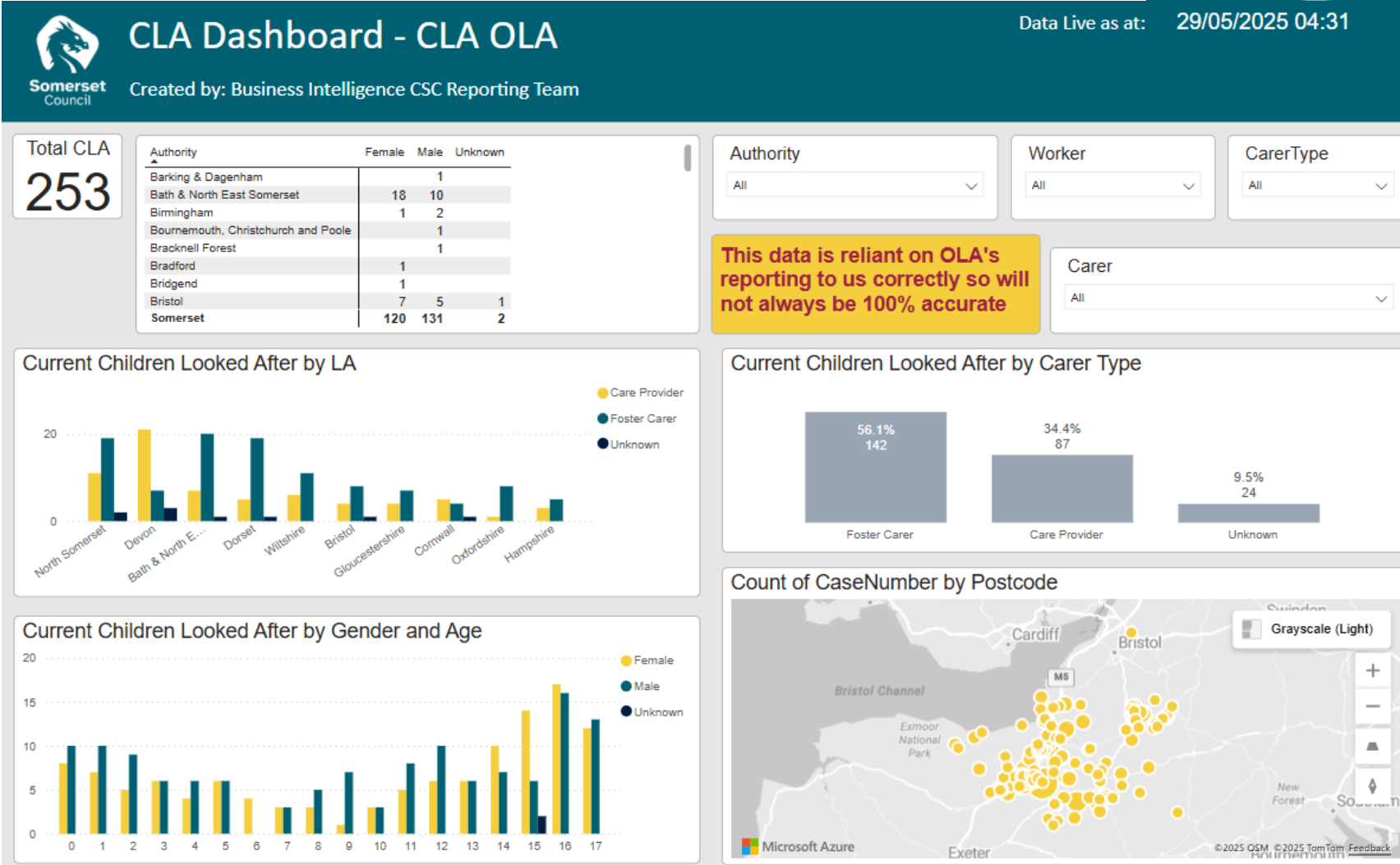
- 19 providers operating in Somerset
- Active placements with 14



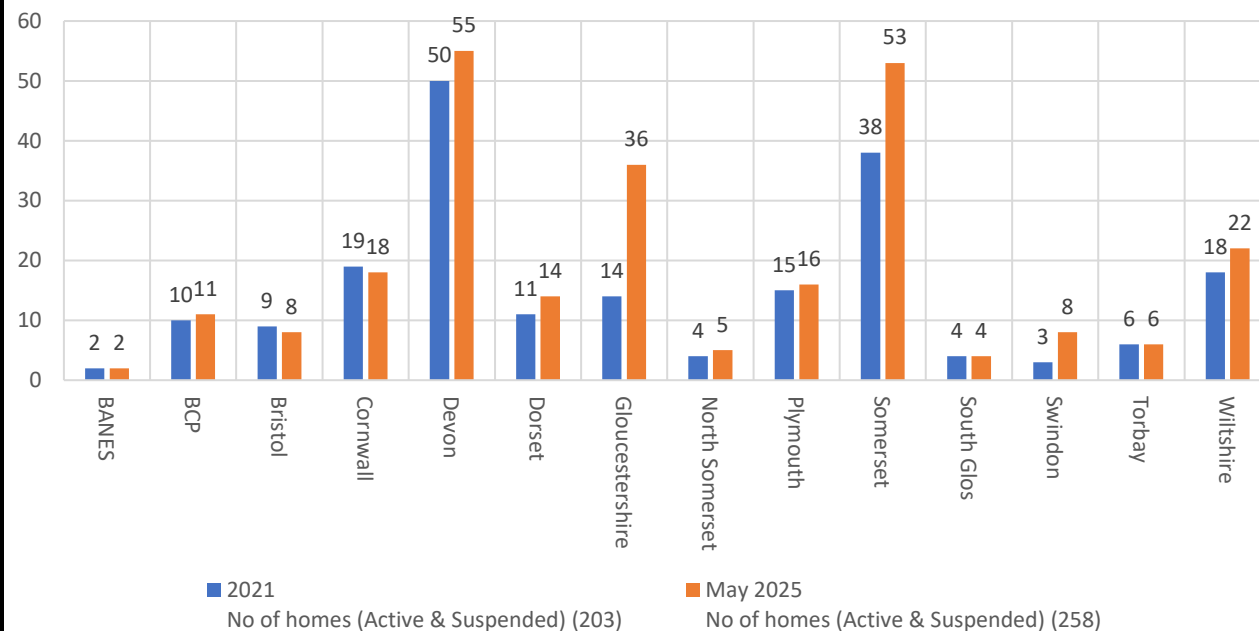
Residential only

Authority	Female	Male	TOTAL
Devon	11	11	22
North Somerset	6	5	11
Bath & North East Som	1	6	7
Wiltshire	5	1	6
Cornwall	3	2	5
Dorset	2	3	5
Bristol	2	1	4
Gloucestershire	3	1	4
Hampshire	1	2	3
Portsmouth		3	3
Swindon	2	1	3
Cardiff		2	2
Windsor & Maidenhead	1	1	2
Bradford	1		1
Bridgend	1		1
East Sussex	1		1
Jersey			1
Lambeth	1		1
Lincolnshire Council	1		1
Nottinghamshire	1		1
Oxfordshire		1	1
South Gloucestershire		1	1
Torbay		1	1
Total	43	42	87

- 23 LAs in total for residential
- 13 outside of the South West
- 48 LAs for all OLA/CLA



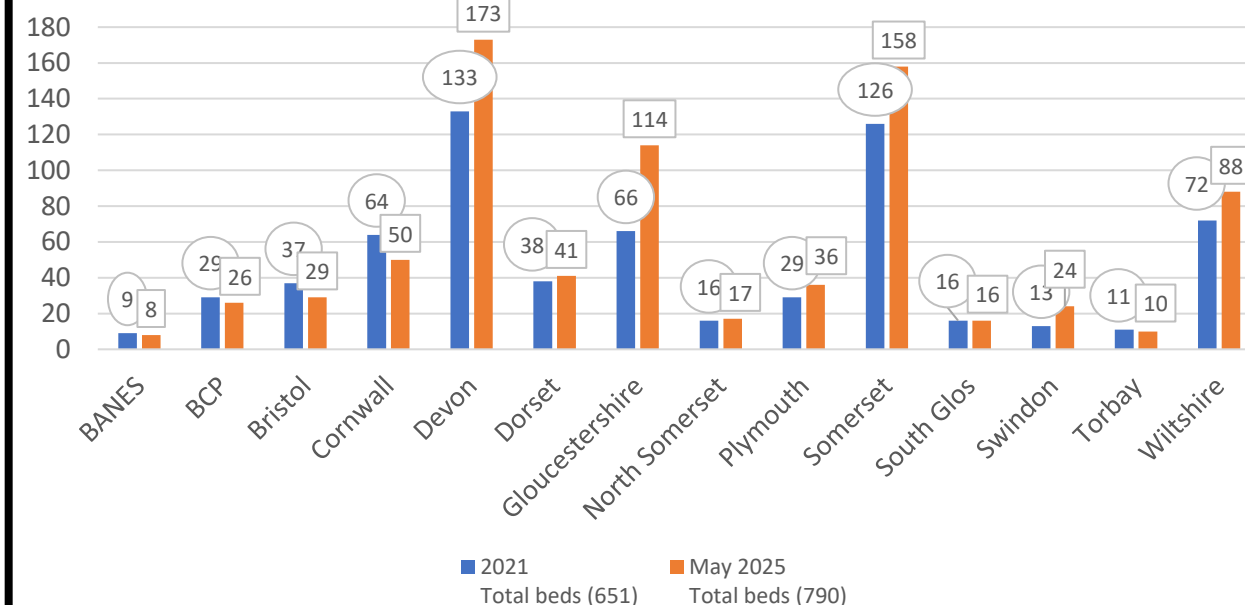
Total number of homes - comparison between 2021 and 2025



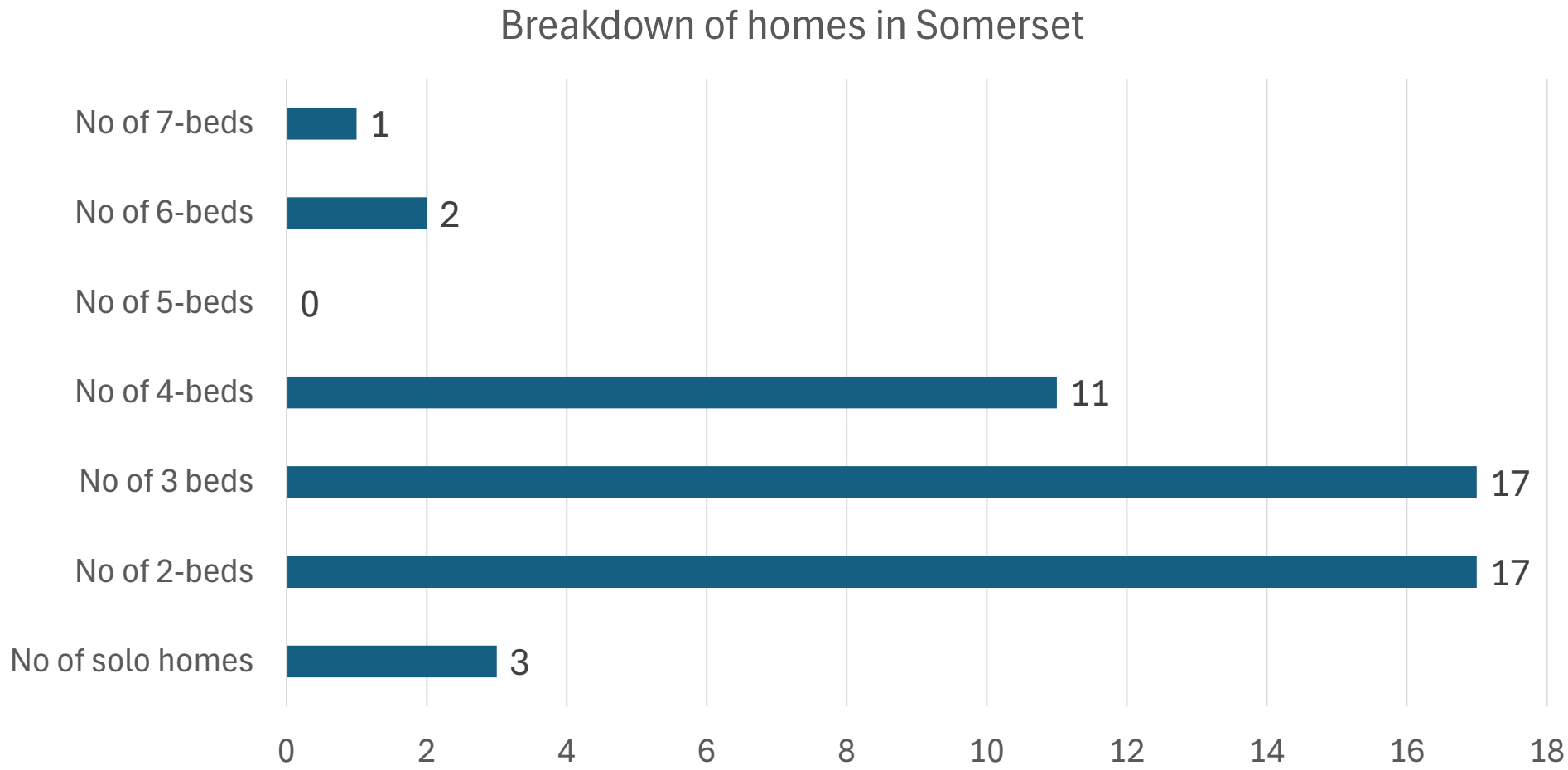
# Residential growth in the South West

- Additional 55 homes
- 139 additional beds

Total no. of resi beds - Comparison between 2021 and 2025



# Breakdown of homes in Somerset



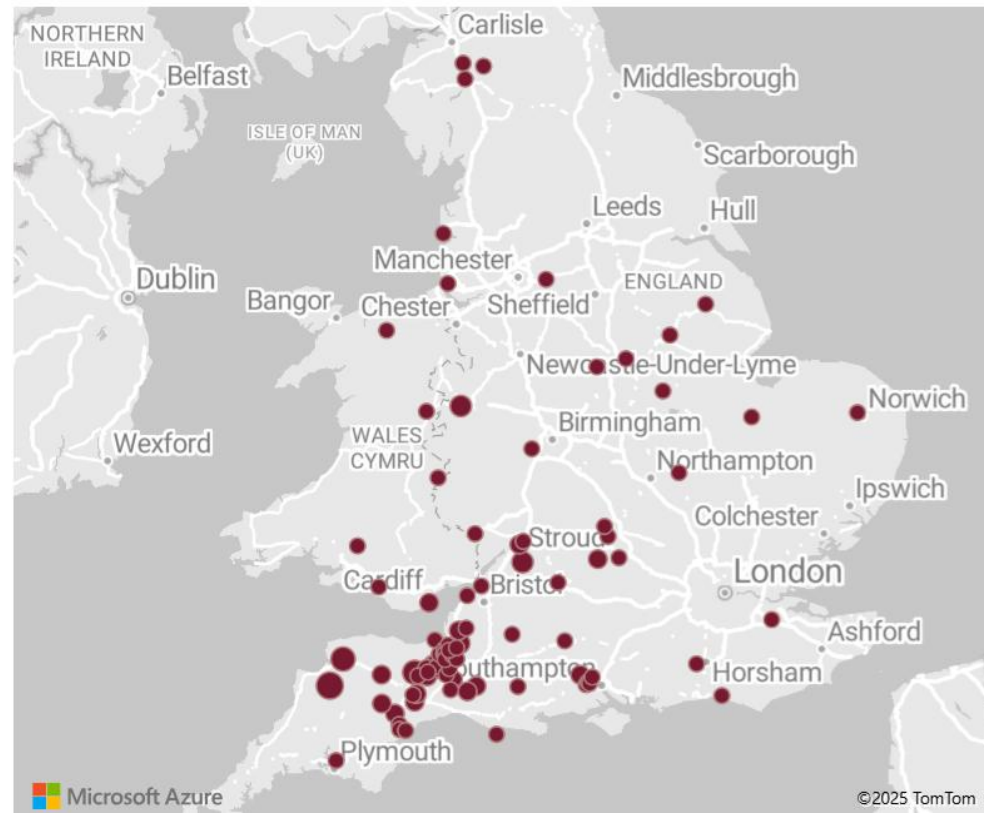
# Summary

- Although CLA numbers have increased we are low in comparison to our statistical neighbours
- ~23 children living in residential homes purely due to a lack of fostering
  - Examples of profiles on tables
- Children living in residential - 50/122 children living in Somerset, 72 are living out of County

## Our children living in Foster homes

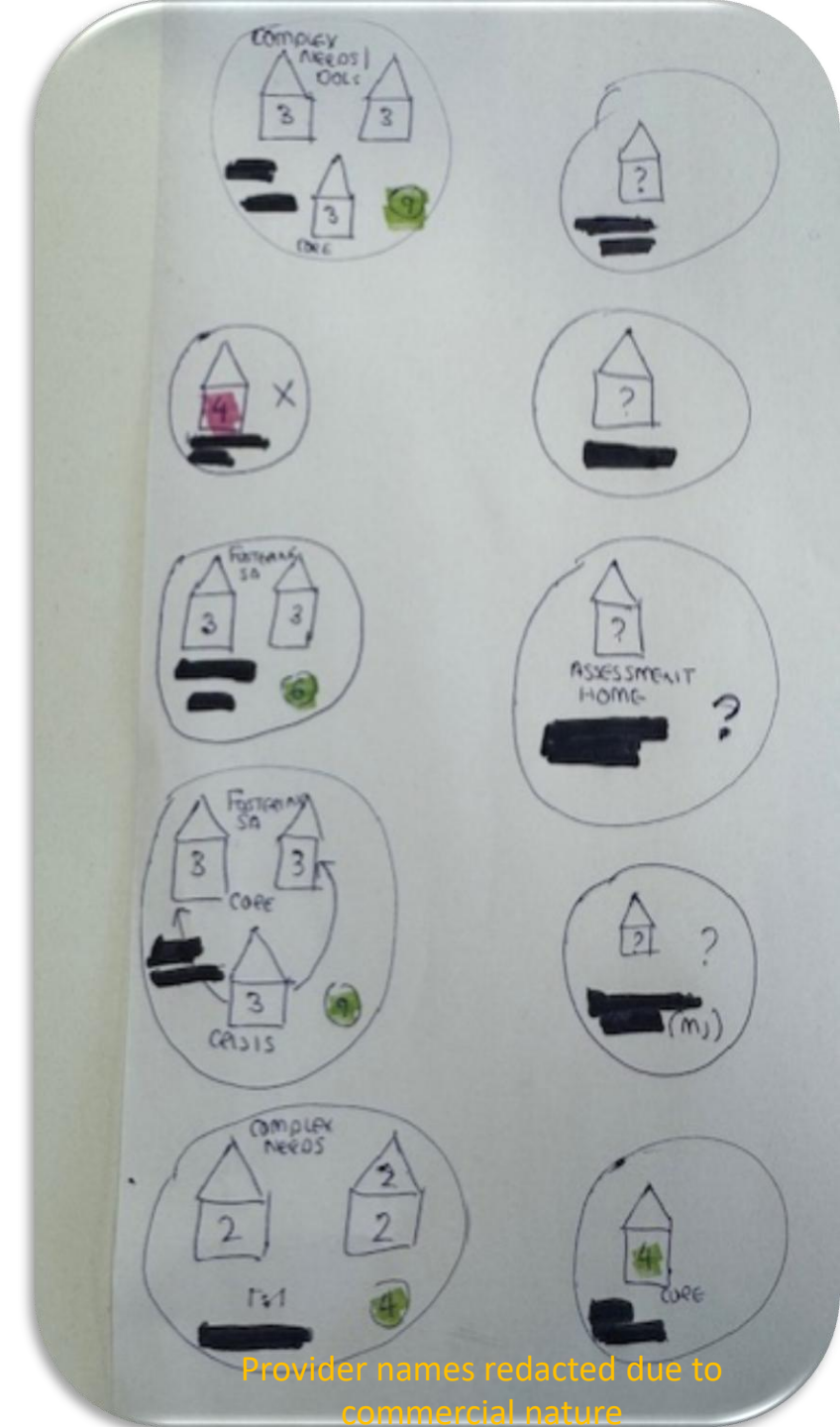


## Our children living in residential homes





- Segmentation work identified our 'ethical' providers
- Helped us understand use of providers backed by private equity
- Held meetings with around 20 providers – some face to face to see their homes – helped us understand growth
- **Findings**
  - Couple providers are looking into 'Employee owned trusts'
  - Majority not wanting block arrangements
  - Prefer an 'open and transparent' relationship with Somerset
  - Want to be paid promptly!
  - Staffing models are driving costs up – South West feels different to other regions
- **Next steps**
  - Conference held in may
    - Launched resi step across to fostering – encourage collaboration
    - Develop flexi-block ts and cs/procurement approach
    - Write up residential strategy
    - Vision is for more children to be living in Somerset
      - "Keeping children close"



# Valuing Care and Market Segmentation Exercises



# Market Segmentation Exercise Methodology (Provider readiness)

## Capability & Opportunity

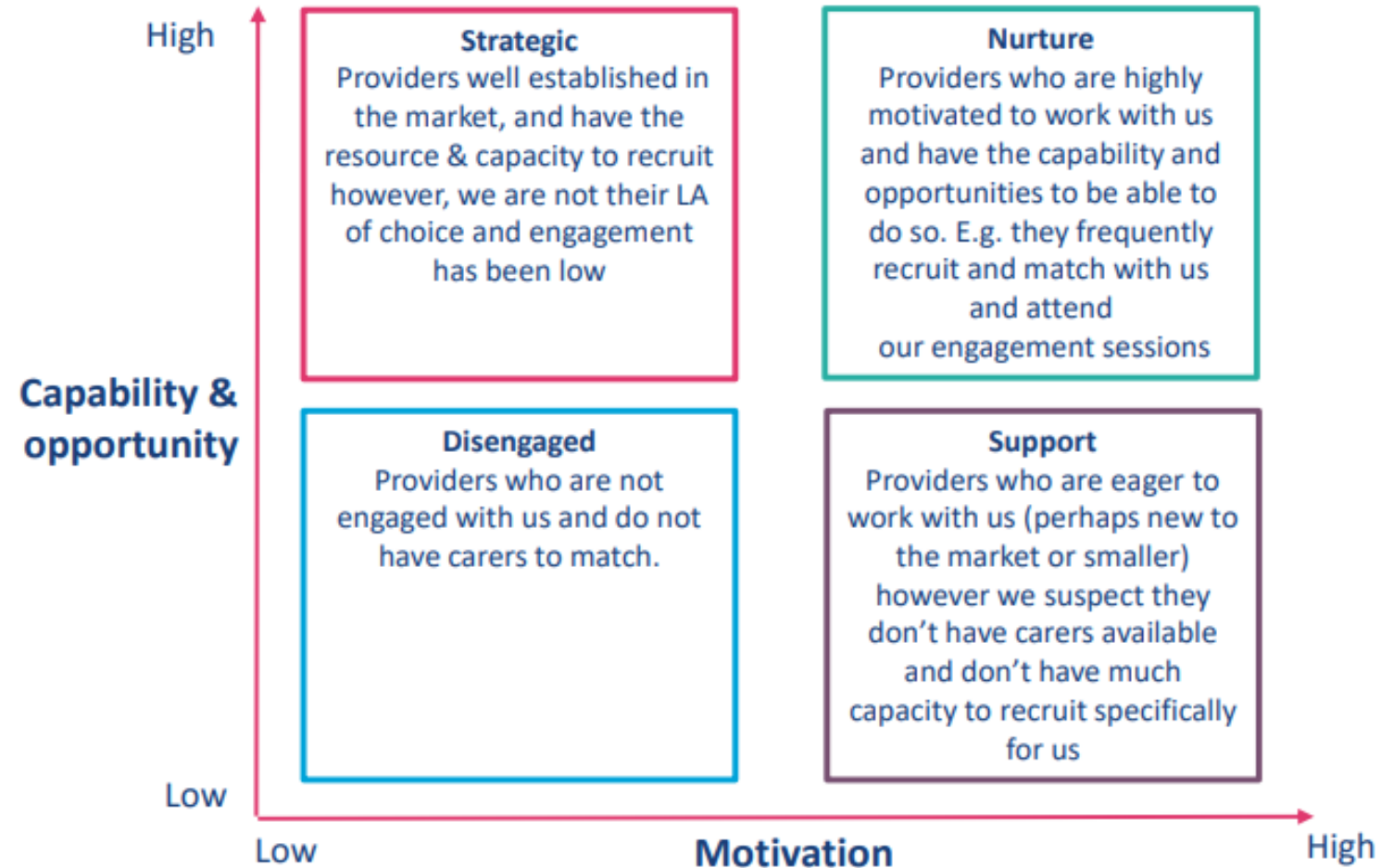
How much control & opportunity providers have to work and support Devon County Council, including:

- Size/type of Provider
- How established are they in the market
- Number of carers available
- Resource to recruit

## Motivation

How motivated providers are to strengthen their working relationship with Devon County Council, including:

- How much business they need
- Their existing relationship and previous engagement with us







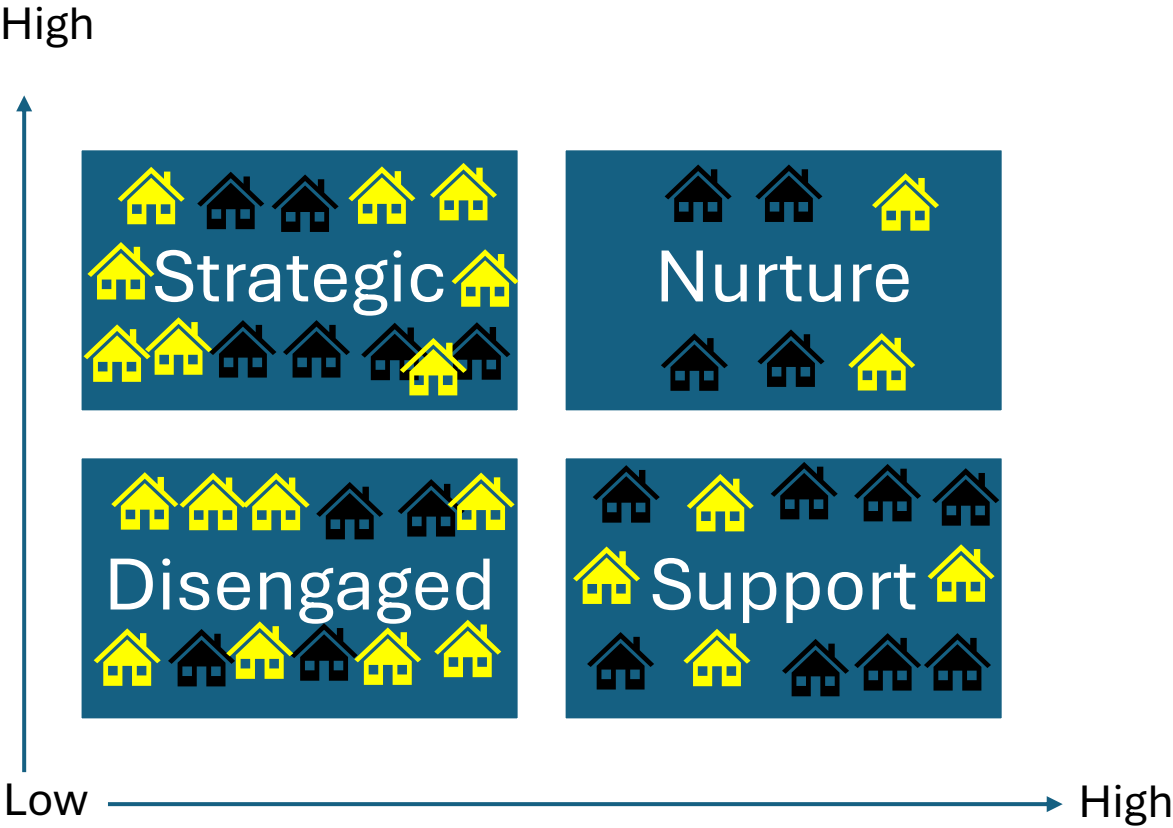
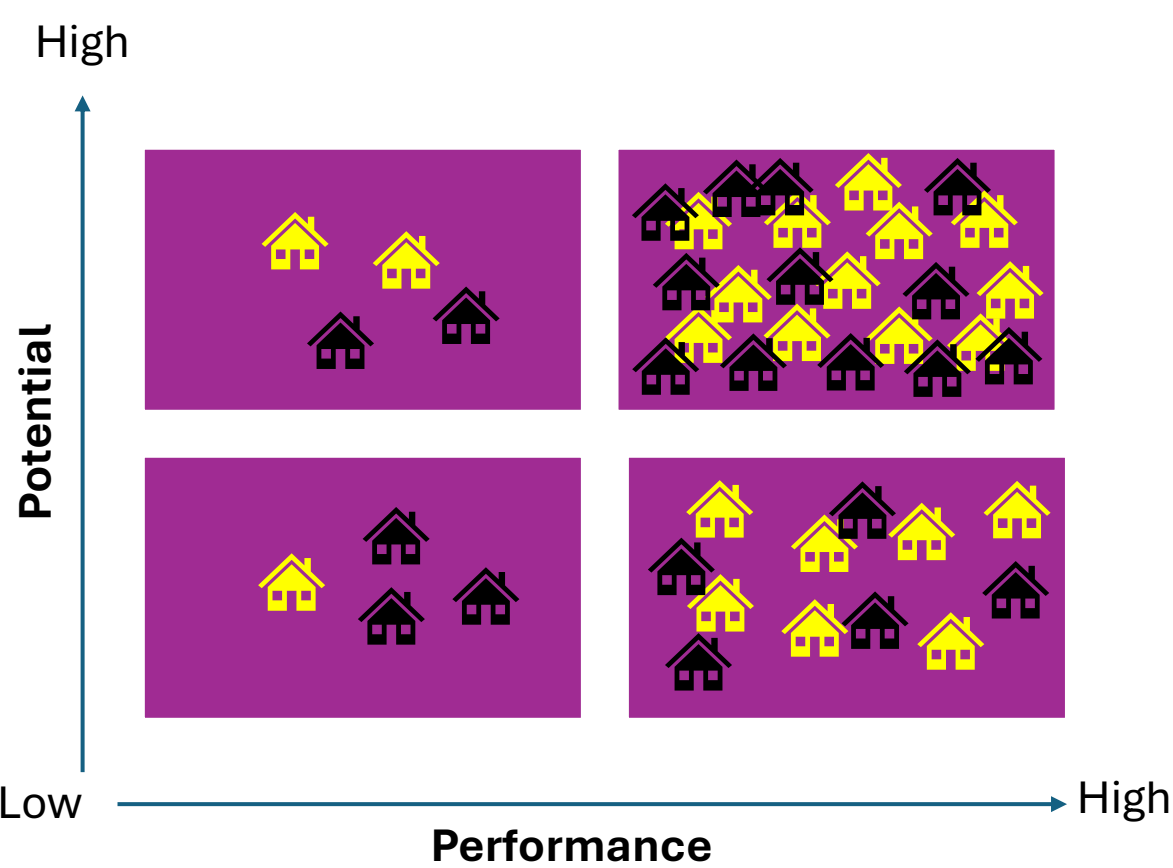
# Market Segmentation Exercise Methodology (Understanding Our Markets)

- Size of and nature organisations
- Primary Need Focus (i.e. Emotional and behavioural difficulties)
- Weekly Cost
- QA (Ofsted rating and any internal concerns)
- Outcomes for children
- Home stability
- Geography (Reg. No. of beds in Devon (or close Neighbours))
- Number of Devon children in homes at time of exercise
- Overall Matrix Outcome
- Reason / Comments
- On/Off framework



# Results

-  Residential
-  Fostering



# Valuing Care

