# NW Approach to uplifts

This document sets out our regional approach to managing uplifts. There is a single process by which providers can request an uplift to their indicative contract price each year and a guide approach for placing authorities to follow in relation to existing placements.

The [pro forma for completion](#_NW_Uplift_pro) when requesting an uplift can be found at the end of this document.

Guidance

Providers should complete this pro forma in full to receive an uplift. The answers in the pro forma are for information only and are not used to evaluate your request but incomplete pro formas will not be accepted.

Providers on multiple purchasing systems should complete one for each service type.

We will acknowledge receipt of pro formas. Pro formas received after the deadline will not be accepted.

**Process**

Indicative contract price

By November each year Placements North West will share the percentage uplift to be applied. This will be calculated from a three-month average of CPIH and the latest National Living Wage increase. This will be apportioned 70% to National Living Wage increase and 30% CPIH.

In December providers will be invited to request the uplift be applied to their indicative contract prices. This will be through the completion of the uplift pro forma and return to Placements North West before the deadline.

In February Placements North West will confirm the prices that will be in place from 1 April.

In April the new prices will be circulated to local authorities as the indicative prices for the purchasing system.

Existing placements (guidance for North West authorities only)

Placing authorities retain the ability to agree uplifts to existing placements locally.

From 1 April 2023 there will be a new template pro forma for placing authorities to use for placements made after this point. This will include a provision for an annual uplift at the regional percentage figure. At the point of placement authorities can choose to opt in or out of this process.

Placing authorities may also choose to apply this annual uplift to placements made before 1 April 2023 at their discretion.

**Q&A**

How can I confirm my current prices?

You can contact us at [placementsnorthwest@stockport.gov.uk](mailto:placementsnorthwest@stockport.gov.uk) to confirm your current prices. Any amendments to services listed, for example adding or removing homes, can be carried out outside this process.

How will I know the final prices?

We will reconfirm final prices to providers when we have processed your request and you will receive a letter confirming the price we will list on the purchasing system from 1 April.

How often can I request an uplift?

You will now be able to request an uplift annually and have it applied on 1 April each year. You will need to request this each year in December or January.

How is this uplift applied?

This request relates to the indicative contract price, for new placements through the purchasing system from 1 April.

How do I request an uplift to existing placements?

We have set out a guide NW approach to uplifts to existing placements in line with this process. However, uplifts to existing placements are agreed at the discretion of the placing authority.

Can I request an uplift later in the year?

No, no requests will be considered outside this process.

How is the percentage determined?

The percentage to be applied is calculated as a 70/30 split calculated as

* 70% National Living Wage Increase
* 30% Three-month average of CPIH taken from the published figures in August, September and October

How was the percentage determined?

Providers told us that key challenges they face are around recruitment and retention of staff and foster carers. The weighting towards the National Living Wage increase reflects our commitment to work with providers to build a robust, skilled work force for children in the North West.

What if this percentage is not enough?

If the agreed percentage is not high enough we will consider requests where there is clear evidence of the service not being financial viability. This will be a separate process and will require the submission of detailed financial information. If this may apply please continue to submit this pro forma by the deadline so you do not miss this request window.

# NW Uplift pro forma

Please complete this pro forma in full to request an uplift to your indicative contract price for:

* NW Fostering Flexible Purchasing System
* NW Residential Flexible Purchasing System
* NW SaILS Dynamic Purchasing System
* NW SEND Flexible Purchasing System

Please return this form to [placementsnorthwest@stockport.gov.uk](mailto:placementsnorthwest@stockport.gov.uk) before the deadline. Pro formas received after this point will not be accepted and you will need to wait until the following year to make a request. Guidance notes are provided below.

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| Set by Placements North West | | | | | | | | |
| **Deadline for return** | | **31 January 2023** | | | | | | |
| **Uplift percentage** | | **7.3%** | | | | | | |
| Provider details | | | | | | | | |
| Provider name | |  | | | | | | |
| Company number | |  | | | | | | |
| Purchasing System | | | | | | | | |
| NW Fostering FPS | NW Residential FPS | NW SaILS DPS | NW SEND FPS | | | | | |
|  |  |  |  | | | | | |
| Please outline what you have done to make cost efficiencies over the last year. | | | | | | | | |
|  | | | | | | | | |
| Do you have concerns about ongoing financial viability of your service? | | | | Yes | |  | No |  |
| If yes, please outline the key factors affecting this and how it may impact services. | | | | | | | | |
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| Do you have plans to develop services in the North West? | | | | Yes |  | | No |  |
| If yes, please outline these plans. | | | | | | | | |
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| Do you operate on a not-for-profit model? This would apply if your organisation is a Registered Charity, CIO, Social enterprise, CIC. | | | | Yes | |  | No |  |
| If no, please provide a breakdown of your allocation of profits in the previous financial year below. | | | | | | | | |
| Item | | | | % Allocated | | | | |
| Development of new services for Looked After Children or children with SEND | | | |  | | | | |
| Staffing (including foster carers), training, salary increases, recruitment and retention activities | | | |  | | | | |
| Organisational development including investment | | | |  | | | | |
| Profits to shareholders | | | |  | | | | |
| Please provide comments on any of the above if you wish | | | | | | | | |
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| Please provide any feedback you want to share on the purchasing system, this uplift process or anything else we should consider. | | | | | | | | |
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