



Foundations

Procurement Framework - Stairlifts



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Document History

Revision History

Date of this revision: 23/01/17

Date of Next revision:

Version number	Previous revision date	Summary of Changes	Changes marked
1.00			No

Approvals

This document requires the following approvals.

Signed approval forms are filed in the Management section of the project files.

Name	Signature	Title	Date of Issue	Version
P Smith		Director		1.00



About Foundations

Our Mission

To share the magic about what makes good home improvement and adaptation services

Our Vision

A thriving range of home improvement agencies – supporting people to live safe, independent and happy lives in the home of their choice

Our Objectives



Identify and meet the training needs of the sector



Engage with stakeholders, providers and commissioners and facilitate networking opportunities



Represent and promote the sector



Develop tools and resources for providers and commissioners



Monitor activity, quality and performance and find out what good looks like



Develop and promote quality assurance systems



Provide an information management and workflow system

For more information visit: www-foundations-uk-com

Our Values

Our shared values guide our actions and describe how we behave:

Leadership:	The courage to shape a better future
Collaboration:	Leverage collective genius
Integrity:	Be real
Accountability:	If it is to be, it's up to me
Passion:	Committed in heart and mind
Scalable:	National solutions for a local scale
Quality:	What we do, we do well

About Home Improvement Agencies

Home Improvement Agencies (HIAs), sometimes known as Care & Repair or Staying Put schemes, help vulnerable people maintain independence in their own homes. Their services include:

- visiting clients at home or providing detailed telephone advice;
- setting out housing options to help clients decide what type of housing is best suited to their changing needs;
- checking entitlement to any financial help, including grants and charitable funding;
- project management, drawing up plans, getting estimates and liaising with others involved in any building work/adaptations needed, such as council grants officers and occupational therapists;
- provision of handyman services, to carry out small jobs around the home, help with gardening, or coming home from hospital; and
- helping to make homes more energy-efficient.

A searchable directory of accredited HIAs and handyman services is available at:

www.findmyhia.org.uk



Background

We estimate that around a third of Disabled Facilities Grant (DFG) applications include a stairlift – that’s around 15,000 lifts every year.

We asked local authorities and home improvement agencies to tell us how they procure stairlifts at the moment, and found that in the vast majority of cases multiple quotes are requested for every installation. This is laborious, time consuming and probably doesn’t get the best possible price.

In response, Foundations have been working with Procurement for Housing – one of the UK’s leading procurement services provider to the housing sector. Using their expertise we can help you to:

- reduce the time spent procuring stairlifts;
- reduce the waiting time for clients;
- provide economies of scale through a nationwide procurement framework; and
- give you the confidence to work with a single major supplier and remain compliant with OJEU.





How it Works

Signing Up

There are 2 simple steps to the sign-up process:

1. Your organisation needs to be a member of Procurement for Housing. It doesn't commit you to anything, but gives you access to a wide range of procurement frameworks. They already have over 850 members, mostly housing associations and local authorities, so you may already be a member. Check at:
<http://www.procurementforhousing.co.uk/who-we-are/members/>
2. Once you're a pfh member you get access to the stairlift framework. The prime provider is currently Stannah, and they would arrange for an area manager to meet you to discuss your requirements and introduce you to the framework and the fixed prices.

When you've signed up to the framework you can start to place orders. Prices are fixed at the rates tendered by Stannah when the framework was set-up.

You can use the framework as much or as little as you want – there is no minimum requirement. And it does not prevent you from using other suppliers if you want to.

Using the Framework

To give you flexibility, the framework can be used in two different ways.

1. Use the prices in the framework to work out the cost of installation and use that price in the DFG application. This saves the 2-3 weeks you would usually take getting quotes.
2. Request a single quote from Stannah and use the price when received.

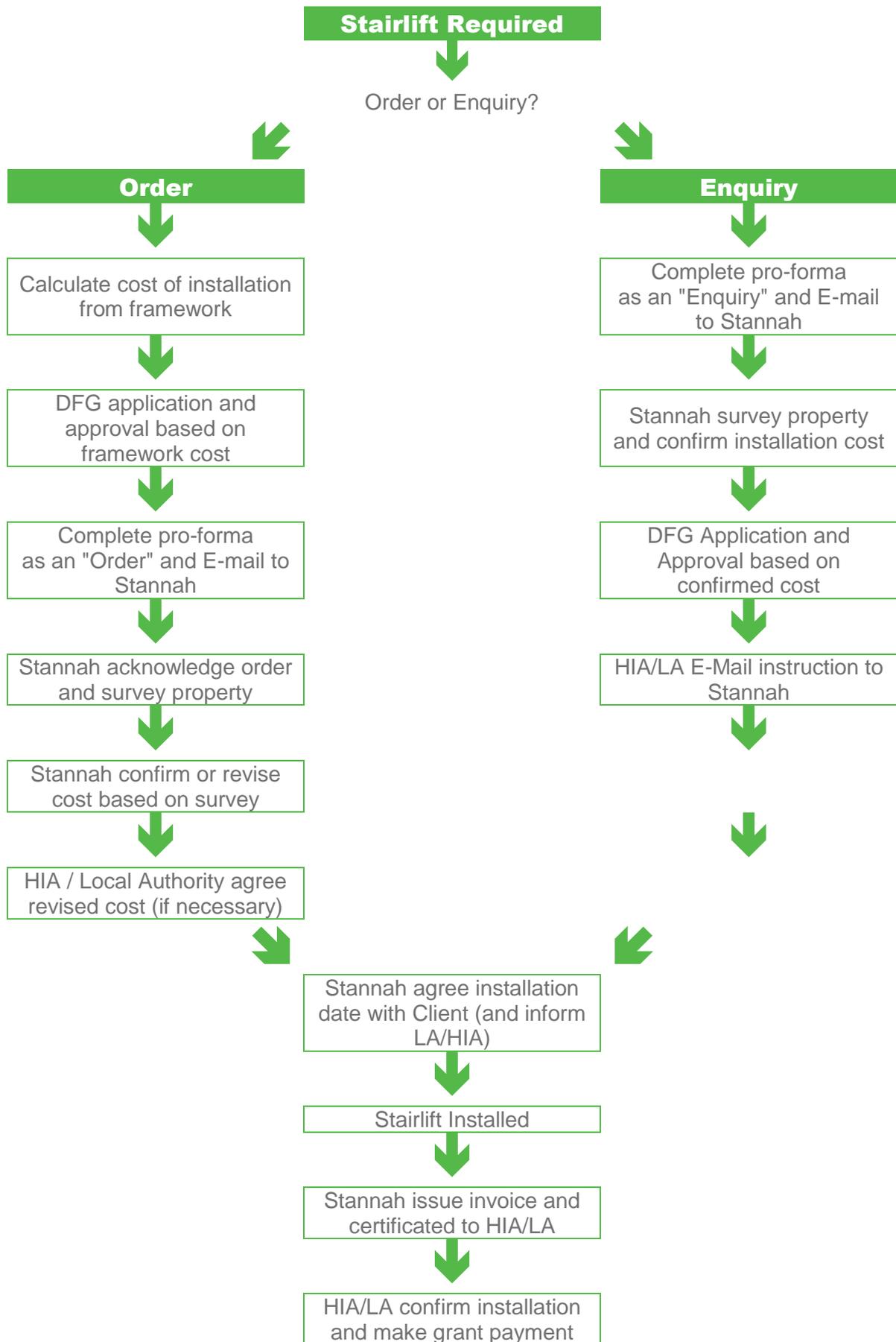
For the majority of cases you will know what is required and can simply price the installation from the framework. As soon as the grant is approved, you can email the order direct to Stannah and they will do the rest.

For any questions about pfh, the framework, and OJEU compliance please contact:

Andy Peck. apec@procurementforhousing.co.uk

For any questions about Disabled Facilities Grants please contact:

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