



Supporting excellence
in social care



My CareCosts

analysis and improvement



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Cost-effective Residential Care

With financial pressures on Local Authorities continuing to grow, there is increasing demand to provide residential care more cost effectively while retaining a level of service appropriate to each individual's need.

OLM's specialist team understand the cost pressures associated with the commissioning of residential care. My CareCosts reviews individual cases to determine the true price of services and scope for negotiation. This analysis is translated into provider reviews that explore the possibilities for reducing costs, whilst maintaining service levels.

Individual savings can be substantial and replicating the process across all providers can result in major cost reductions for the authority. This frees resources for other front line services to improve outcomes for children and adults.

OLM My CareCosts

Analysis of placement fees

The benefits of the assessment process rest in the quality of the information gathered. We initially identify those placements where fee reviews are likely to have the greatest impact in terms of potential cost savings. Our team review case files and contracts in depth and then contact the providers to analyse the basis of the placement fee.

Identify potential savings

Determining the true cost of residential care includes consideration of a wide range of factors, viewed from different perspectives. Our consultants employ a financial model utilising data from a variety of sources, including provider rotas, industry averages and CSCI standards. Data is compared with current fee levels to identify potential areas of saving and assess the value for money being obtained. Proposals to generate savings are formed by the conclusions drawn from this information.

Why OLM?

- My CareCosts is the only proven, specialist third party negotiating solution available. Backed by OLM's high quality reviews and analysis, it can deliver savings to all local authorities - independent of specific technical platforms or case management software.
- My CareCosts customers obtain overall reductions in cost averaging 8-15% per client. In many individual cases the savings are larger. The benefits are ongoing as information accrued in each phase of the process can be applied to all new agreements.
- We facilitate increased transparency among residential care providers, often impossible for the local authority to achieve alone. Third party negotiations with providers, potentially uncomfortable at the outset, often result in improved relationships in the long term.
- The breadth of the My CareCosts analysis provides a springboard to the development of new strategies and purchasing arrangements to pursue additional savings.

Negotiate reduced costs

Our consultants also manage the negotiating process. A full understanding of the provider's position makes clarifying the issues and objectives with them easier. With communications established, revised rates can be discussed equably based on a reasonable cost for each placement that reveals the real potential for savings. A delicate balance is maintained to protect good working relationships between the authority and all the providers involved in reviews.

"Ealing engaged OLM Professional Services to work with us on assessing the expected cost of providing care for a group of 34 adults with a learning disability, based upon their care needs. The data was compared with current fee levels to assess the cost-effectiveness of placement and the scope for efficiency savings. The first stage has suggested that significant savings are possible, and we are now taking forward negotiations with providers."

David Archibald - Executive Director, Children and Adults, London Borough of Ealing

About OLM

OLM's Professional Services is the consultancy division of OLM Group; the UK's largest independent company dedicated to meeting the needs of a diverse and modern social care industry. With over 200 social care organisations harnessing OLM's leading information solutions and services, OLM has a solid knowledge base coupled with a track record for innovation in addressing the unique challenges faced by social care organisations.

OLM's Professional Services division is committed to helping improve the quality and cost-effectiveness of social care. Our experienced professionals and managers have a record of success in social work and social care management roles for local authorities working with children, families and vulnerable adults. We offer a range of consultancy services which enable local authorities to address government initiatives on performance management, joint working and the wider modernisation agenda.

Improvement requires engagement from everybody involved in the provision and delivery of services. OLM consultants work effectively with all the stakeholders from partner agencies, voluntary organisations and front line practitioners through to directors. We also seek to ensure that the needs and views of children and adults, cared for by an authority, remain central to the improvement process.

With experience of working with hundreds of authorities, our understanding of organisational dynamics in social care helps us build on what is already good and working well in order to improve efficiency, effectiveness and, most importantly, the outcomes for children and adults.

- **Benefits Management**
- **CarePathways**
- **ESCR Scanning Services**
- **ESCR Consultancy**
- **ICS Business Transformation**
- **Income Maximisation**
- **Interim Management**
- **My CareCosts**
- **Safeguarding Children**
- **Training Services**
- **Workforce Development**



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