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Y Grŵp Iechyd a Gwasanaethau Cymdeithasol
Health and Social Services Group



Llywodraeth Cymru
Welsh Government

To:

Directors of Social Services, Treasurers and Heads of Adult Services, Local Authorities
Directors of Primary Care, Directors of Nursing, Directors of Finance, Local Health Boards
Chairs and Implementation Leads, Regional Partnership Boards
Providers of Care Homes for Older People

Cc:

ADSS Cymru
AWASH
Society of Welsh Treasurers
National Commissioning Board
WLGA
NHS Confederation
Care Forum Wales
National Provider Forum
Care Homes Steering Group

21 September 2018

Dear Colleagues

I am writing to provide you with a copy of “Let’s Agree to Agree”, a toolkit to assist commissioners of, and providers of, residential care for older people in Wales in agreeing appropriate fees for placements. This has been produced by Professor John Bolton of the Institute of Public Care at Oxford Brookes University after extensive consultation with stakeholders in Wales. I attach a copy of the toolkit for your information and use.

As you may be aware the Welsh Government established the Care Homes Steering Group to consider key issues impacting on the care home sector in Wales. One of its sub-groups, the Cost of Care Working Group, was tasked with developing an open and transparent methodology to assist in the agreement of fee levels for both residential care, and nursing care, for older people in care homes. This was to make this process more effective and to ensure that the sector remained sustainable in order to provide the care older people require.

As part of this process Professor Bolton was commissioned to develop a toolkit to provide such a methodology which could be used by both commissioners of care and providers of care alike in their fee level setting process for placements of older people. The toolkit which has been produced draws on methodologies used in Wales and elsewhere in the UK. It is also based on engagement which took place with commissioner, provider and other stakeholder representatives at a series of events and workshops. This collaborative approach has helped in understanding the issues which can prove challenging in the fee setting process for commissioners and providers, and in addressing these in the toolkit produced.

On behalf of the Care Homes Steering Group, I commend this toolkit to you as good practice guidance in the negotiation and agreement of care home fee levels for residential care and nursing care for older people. I would also encourage you to share this with those involved in this process in your local area.

Further copies of the toolkit can be obtained from the National Commissioning Board's website at the link below. The Board has agreed to maintain the toolkit to ensure it remains current:

<https://www.wlga.wales/national-commissioning-board-wales>

Yours sincerely

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