Any Qualified Provider

How the proposed changes within NHS podiatry services affect the private practitioner

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Expected outcomes

• To understand the health and social care landscape and the potential impact upon podiatrists nationally and locally

• To understand AQP as a commissioning tool together with the potential benefits and risks

• To consider some business planning questions to enable decision making around AQP
An overview of the health and care commissioning process
Patients and public
Patients and public

CCG

Provider services
The importance of Public Health

• Long term move to a model of care based on prevention and self care rather than the episodic treatment model in current use
• Public Health and local government will play an enhanced role in the future
• Public Health through the HWBs will have a major influence on the overall foot care budget
Budget setting as part of the commissioning process

• Overall pot of money for foot care is defined locally
• No ‘extra’ money to introduce AQP
• Overall pot defines the viability of new or changed service provision
Commissioning options

• Block contract and no change
• Competitive tender
• Prime contractor model
• Any Qualified Provider (AQP)
Tendering models

**Procurement**
- Negotiated Price

**Tendering**
- 3-5/7 yrs
- Risk share or shift commissioner to provider

**Complex, Integrated**
- Services could include:
  - Emergency care
  - Frail older people with multiple complex problems
  - End of life care
  - Secure inpatient services

**CQC & Monitor**
- Meets quality standards and agrees to Fixed Tariff

**Qualification**
- Meets quality standards and agrees to Fixed Tariff

**NHSCB**
- Standard contracts & Terms

**Supply 2 Health**
- Choice and AQP
- Episodic
  - Electives (Free choice)
  - Most community & mental health
  - Other services could include:
    - Home chemo, IV, oxygen
    - Specialist wound healing
    - Wheelchairs

**Episodic**
- Electives (Free choice)
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**Specialist elements of LTC management/support that go beyond the services provided within general practice**
What is AQP?

A specific commissioning process designed to:
• Increase patient choice
• Increase quality
• Increase budget flexibility

It is not designed to:
• Compete on price
• Favour any one provider model
www.supply2health.nhs.uk

- https://www.supply2health.nhs.uk/AQPResourceCentre/AQPServices/PTP/Pages/AdultPodiatry.aspx
Implementation Pack – The Bible!

- AQP is suitable for “core podiatry”
- Core podiatry is defined in the pack
- “Medical need at risk” group excluded
- The pack also covers qualifying criteria (safety, clinical effectiveness, governance, patient focus), pricing, and how to apply
## Where AQP fits for podiatry

<table>
<thead>
<tr>
<th>Podiatric Need</th>
<th>Medical Need At Risk</th>
<th>Low Risk Group</th>
<th>No Medical Risk</th>
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<tbody>
<tr>
<td><strong>High</strong></td>
<td><strong>Specialist Podiatry</strong>&lt;br&gt;Manage to resolution</td>
<td><strong>AQP</strong>&lt;br&gt;Manage to resolution</td>
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<td><strong>Medium</strong></td>
<td><strong>Specialist Podiatry</strong>&lt;br&gt;Devise care plan to include self care and discharge where appropriate</td>
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<tr>
<td><strong>Low</strong></td>
<td><strong>AQP</strong>&lt;br&gt;Devise care plan to include self care and discharge where appropriate</td>
<td><strong>AQP</strong>&lt;br&gt;Initial appropriate treatment, advice and discharge</td>
<td><strong>AQP</strong>&lt;br&gt;Discharge back to referrer with appropriate advice</td>
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Practical realities of AQP

• Public money so high governance requirements
• High requirement for standardised informatics
• High requirement for standardised booking arrangements – online (Choose and Book)
• Presence of AQP will change the market dynamics
Business planning questions

1. Population and patient pool
2. Value of each patient
3. Your presence in the geographical area
4. Cooperation and competition
5. Service costs
6. Patient engagement
# Decision making

## Registering to be an AQP provider

<table>
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<th>Pros</th>
<th>Cons</th>
<th>Neutral</th>
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## Not registering for AQP

<table>
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<th>Pros</th>
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Are you ready to apply?

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