

NHS Residential Continuing Healthcare Tender

Additional Guidance for Commercial Response on Bravo

In addition to the guidance provided at the top of the commercial response, please take note of the following;

1. Answered / Unanswered Tab

If a line item price is non-mandatory in the Commercial envelope, the provider response is shown as 'Answered' next to the item and the provider will need to either amend this to 'Not Answered' or populate the line item price with a value in order to publish the tender response.

This is built into the system to ensure that providers review each line item individually prior to submission to ensure that a response is submitted for all areas that the provider would like to be covered by their tender response.

For any questions that have been answered, there is a mandatory 'unit price' tab which must be completed. To enable the provider's response to be published, please enter zero (0) in each of the 'unit price' fields where the price you would like to submit has been entered into columns to the right of the 'unit price' field (please see example below).

Item Reference	Description	Unit of Measurement	Quantity	Unit Price	Price	Comments	Level 1 nurses - Mon-Fri DT	Level 1 nurses - Mon-Fri NT
4	Home 2: close supervision costs	Please provide an hourly rate in each column	weekly rate per resident	1	<input type="text"/>		<input type="text"/>	<input type="text"/>
5	Home 3: close supervision costs	Please provide an hourly rate in each column	weekly rate per resident	1	<input type="text"/>		<input type="text"/>	<input type="text"/>
6	Home 4: close supervision costs	Please provide an hourly rate in each column	weekly rate per resident	1	<input type="text"/>		<input type="text"/>	<input type="text"/>
7	Home 5: close supervision costs	Please provide an hourly rate in each column	weekly rate per resident	1	<input type="text"/>		<input type="text"/>	<input type="text"/>

Answered / Unanswered tab – needs to be changed to 'unanswered' for all questions that the provider has not answered

Enter zero (0) for all lines where a price has been submitted in a column to the right

Where a price is entered in these columns, a zero (0) must be entered in the 'unit price' column

2. Structure of Commercial Response

To enable providers to submit a tender response and associated prices multiple care homes and care groups, it is necessary for the commercial response to have multiple tables. The tables are structured in the following way. The provider should ensure that prices are entered into the relevant tables for each of the care homes and care groups that they would like covered by their tender response.

Example 1

If a provider has one care home which can provide care for one or more care categories, the mandatory tables for completion are 2, 3, and 4. Completion of table 5 is optional (revenue based discounts).

Example 2

If a provider has two or more care homes which can provide care for one or more care categories, the mandatory tables for completion are 2, 3, and 4 for the first home.

The provider should then complete the relevant tables from 6-38 to ensure that for each care category, a weekly rate, and cost breakdown is completed, and for each home, a close supervision cost table is completed.

Completion of table 5 is optional (revenue based discounts) and needs only be completed once to cover all homes and care categories.

Table	Title	Applicable to	Care Categories applicable to
1	Guidance	All	
2	Weekly Rates	Home 1	Elderly Frail (EF) Older Peoples Mental Health (OPMH) Palliative Care (PC) Physical Disabilities (PD) Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Acquired Brain Injury - Active Rehabilitation (ABI-AR) Acquired Brain Injury - Challenging Behaviour Rehabilitation (ABI-CBR) Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
3	Close Supervision Costs	Home 1	Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
4	Cost Breakdown (for Weekly Rate)	Home 1	Elderly Frail (EF) Older Peoples Mental Health (OPMH) Palliative Care (PC) Physical Disabilities (PD) Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Acquired Brain Injury - Active Rehabilitation (ABI-AR) Acquired Brain Injury - Challenging Behaviour Rehabilitation (ABI-CBR) Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
5	Revenue Based Discounts	All	All Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
6	Weekly Rates	Homes 2-40	Elderly Frail (EF) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
7	Weekly Rates	Homes 2-40	Older Peoples Mental Health (OPMH) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).

8	Weekly Rates	Homes 2-40	Palliative Care (PC) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
9	Weekly Rates	Homes 2-40	Physical Disabilities (PD) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
10	Weekly Rates	Homes 2-40	Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
11	Weekly Rates	Homes 2-40	Acquired Brain Injury - Active Rehabilitation (ABI-AR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
12	Weekly Rates	Homes 2-40	Acquired Brain Injury - Challenging Behaviour Rehabilitation (ABI-CBR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
13	Weekly Rates	Homes 2-40	Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
14	Close Supervision Costs	Homes 2-40	All Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
15	Cost Breakdown (for Weekly Rate)	Homes 2-15	Elderly Frail (EF) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
16	Cost Breakdown (for Weekly Rate)	Homes 16-30	Elderly Frail (EF) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
17	Cost Breakdown (for Weekly Rate)	Homes 31-40	Elderly Frail (EF) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
18	Cost Breakdown (for Weekly Rate)	Homes 2-15	Older Peoples Mental Health (OPMH) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
19	Cost Breakdown (for Weekly Rate)	Homes 16-30	Older Peoples Mental Health (OPMH) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
20	Cost Breakdown	Homes 31-40	Older Peoples Mental Health (OPMH) Please ensure that 'unanswered' has been selected for all questions where

	(for Weekly Rate)		a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
21	Cost Breakdown (for Weekly Rate)	Homes 2-15	Palliative Care (PC) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
22	Cost Breakdown (for Weekly Rate)	Homes 16-30	Palliative Care (PC) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
23	Cost Breakdown (for Weekly Rate)	Homes 31-40	Palliative Care (PC) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
24	Cost Breakdown (for Weekly Rate)	Homes 2-15	Physical Disabilities (PD) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
25	Cost Breakdown (for Weekly Rate)	Homes 16-30	Physical Disabilities (PD) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
26	Cost Breakdown (for Weekly Rate)	Homes 31-40	Physical Disabilities (PD) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
27	Cost Breakdown (for Weekly Rate)	Homes 2-15	Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
28	Cost Breakdown (for Weekly Rate)	Homes 16-30	Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
29	Cost Breakdown (for Weekly Rate)	Homes 31-40	Acquired Brain Injury - Comprehensive Assessment Stage (ABI-CAS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
30	Cost Breakdown (for Weekly Rate)	Homes 2-15	Acquired Brain Injury - Active Rehabilitation (ABI-AR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
31	Cost Breakdown (for Weekly Rate)	Homes 16-30	Acquired Brain Injury - Active Rehabilitation (ABI-AR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
32	Cost Breakdown (for Weekly Rate)	Homes 31-40	Acquired Brain Injury - Active Rehabilitation (ABI-AR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).

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34	Cost Breakdown (for Weekly Rate)	Homes 16-30	Acquired Brain Injury - Challenging Behaviour Rehabilitation (ABI-CBR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
35	Cost Breakdown (for Weekly Rate)	Homes 31-40	Acquired Brain Injury - Challenging Behaviour Rehabilitation (ABI-CBR) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
36	Cost Breakdown (for Weekly Rate)	Homes 2-15	Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
37	Cost Breakdown (for Weekly Rate)	Homes 16-30	Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).
38	Cost Breakdown (for Weekly Rate)	Homes 31-40	Acquired Brain Injury - Long-term Maintenance Stage (ABI-LMS) Please ensure that 'unanswered' has been selected for all questions where a response has not been submitted. For all 'answered' questions, please ensure that a value has been entered into the 'unit price' column (even if this is zero (0) to enable the response to be published).

3. Cost breakdown

Please note that line 18 of each of the Cost Breakdown tables refers to 'other non-staff current costs (please specify below)'. Please note that there is no opportunity for the provider to provide details of these costs as for technical reasons the Commercial Response does not allow text boxes in this table. Please enter the value of any other non-staff current costs, however an explanation is not required.