

Learning Disabilities Market Position Statement

Good Practice Checklist

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Learning Disabilities Market Position Statement: Good Practice Checklist

People with learning disabilities and their families want choice and control over the way in which they receive support. Initiatives such as [Shared Lives](#), [Integrated Personal Commissioning](#) and [Think Local, Act Personal](#) provide many case study examples of support being delivered in innovative and creative ways.

To continue to move people out of inpatient settings, and prevent others from inappropriate hospital admission, there is a need for more high quality and sustainable services that support people in the community and enable them to lead good, fulfilling lives. However, moving away from traditional service models to more creative, person-centred, asset-based, community approaches requires commissioners to proactively shape the market. A market position statement is one tool commissioners can use to do so.

What is a Market Position Statement?

A market position statement (MPS) is a document which summarises supply and demand in a local area or sub-region, and signals business opportunities within the care and support market in that area.

An MPS should tell providers what commissioners' plans are. It is intended to be used by providers to inform business choices and plans such as investment in capital or personnel. This information will enable providers to work with commissioners and to plan their business development, understanding the direction the local authority is taking but also why it is going in that direction and based on what evidence.

They are produced in many different formats, cover different segments of the market, and are refreshed at varying intervals. There cannot and should not be a one-size-fits-all template for an MPS. What is important is that your MPS should reflect what works best for the local market; it should be easily accessible, linked to other strategies where necessary, and it should be used as a tool for ongoing market shaping activity. The best learning disability market position statements take account of all ages across the whole system i.e. health, education, social care, housing and communities.

MPS checklist

In partnership with a range of stakeholders, and funded by the Department of Health, IPC undertook a review of market shaping in 2016. As part of the review, IPC published market shaping tools, including generic adult's services [MPS guidance](#) and a checklist. More information about [market shaping](#) can be downloaded from the [IPC website](#).

The checklist was updated to create a specific learning disability version¹ that takes into account our approach to 'Commissioning Ordinary Lives for People with Learning Disabilities and/or Autism' and is therefore all age, whole systems based.

¹ Broadhurst, S., Landau, K. (2017) Learning Disability Market Position Statements – Are they fit for purpose? Tizard Learning Disability Review, Vol. 22 Issue: 4, pp.198-205

How does your learning disabilities MPS fit the bill?

This learning disabilities MPS checklist offers a relatively quick way of assessing whether the MPS covers the right ground, and the extent to which it is market facing. We recommend local areas use it to review their own MPS, and perhaps as part of a wider discussion with neighbouring authorities.

Area	Question	Score 1 to 5
Demand	1. How well does the market position statement analyse and provide insight into the current population and current unmet demand.	
	2. How well does the market position statement analyse and provide insight into the future population and projections of future demand for services?	
	3. How well does it show the number of people currently being supported by the local authority and spend by the local authority (or with partner commissioning agencies)?	
	4. How well has understanding of demand been informed by current and potential service users, their families and carers?	
Current market overview	5. How well does it show what services are available locally, where they are and who provides them?	
	6. How well does it set out the state of the local care market, identifying whether it is growing, contracting or stable? Does it identify the risks and outline risk management strategies.	
	7. How well does it set out where there may be a shortfall of supply currently and in the future?	
	8. How well does it provide intelligence about what is purchased using direct payments and / or individual service funds?	
	9. How well does it analyse the local care and support workforce?	
	10. To what extent does it offer intelligence about the quality of the local market i.e. performance as shown through complaints, monitoring, CQC inspections, consumer research etc?	
What the local authority is doing	11. To what extent does it describe what services or models of care commissioners would like to see in their local area in the future?	
	12. How much information is provided about the resources which are likely to be available in the future for care and support? Does this cover a range of traditional and innovative resource generation.	

Score 1 to 5, where 1 = not at all, through to 5 = very well

Area	Question	Score 1 to 5
What the local authority is doing	13. To what extent does the market position statement set out the support which the local authority offers to providers e.g. future contract opportunities, land availability, help with planning consent, training and development, etc?	
	14. How much information does it offer about the business opportunities there are likely to be in the immediate future?	
	15. How much information does it offer about the types of providers the local authority would like to work with in partnership in the long term?	
Overview	16. To what extent does the market position statement take a whole population, joint, whole systems, lifespan approach (where appropriate)?	
	17. To what extent is achieving well-being outcomes a core theme throughout the market position statement?	
	18. To what extent is the market position statement concise, readable and clear?	

Score 1 to 5, where 1 = not at all, through to 5 = very well