

An Outcomes Focused approach to tendering

What is it?

Our Outcomes framework is an evidence based tool used to structure thinking and demonstrate:

- Impact of future service provision, and
- Value for money

Benefits

The framework:

- Forms a fundamental basis of a competitive bid for public finance or grants
- Makes clear the need to achieve outcomes not merely outputs
- Contributes to the development of a robust business case
- Provides clarity of services that have greatest impact
- Demonstrates value for money
- Engages stakeholders in dynamic and meaningful ways

When would we use it?

- Part of a tender submission – to demonstrate focus on positive outcomes
- Writing business cases
- Project planning
- Monitoring project/service delivery progress

		Evidence	Costs
Need	Statement of the need for this project/service		
Inputs	What actions are you taking (or do you expect to take) to meet the need?		£xx £xx £xx
Outputs	What outputs do you expect from your actions?		£x
First level Outcomes	How are you hoping patients, public or staff will change their behaviour, knowledge and attitudes?		£x
Main outcomes	High level (health) outcomes this project is aimed at addressing.		£x
Headline Outcomes	Link back to Need		£x
			Total cost

How can we learn to use the framework?

Project and service managers

Normally 3 hours to learn the basic framework (½ day workshop) – comprising 1 hour on the model and 2 hours working with a real example

Project and service managers

Normally 3 hours to learn to use evidence and cost elements and business case writing

Directors and Executives

Two hour familiarisation brief – enabling directors and executives to use the framework effectively, simply by asking the right questions

“Thank you for running this half day Outcomes Modelling course. It has just saved me three days work.” NHS Project Manager

