



## Alliance Contracts

A different approach to commissioning focused on collaborative working to achieve agreed outcomes

### Power Through Partnership

Using an Alliance contract brings together providers and commissioners to create an integrated team to lead, coordinate and deliver services designed to meet mutually agreed outcomes. Alliance contracting strongly aligns to outcomes-based commissioning and can drive the transformational change that the people using services and frontline workers tell us they want to see. This is a key enabler to whole system transformation, assisting the development of a joined-up system.

#### The key features of an Alliance

- Commissioners enter into a single overarching contract with a number of providers
- Commissioners are part of the alliance and share risk and opportunities with providers
- Objectives are aligned for all parties and everyone signs up to an agreed vision and values against which the contract will be delivered
- All parties are jointly responsible for delivering the agreed outcomes
- No service specification but providers describe how they will meet the outcomes, focused on the differences that services can make to people
- Strong relationships are essential and disputes are resolved within the Alliance
- Decisions are made jointly on a “best for people” rather than a “best for organisation” basis
- Innovation is expected and built into the contract

#### An alliance agrees to:

- Work to a common goal (shared vision, purpose, objectives and outcomes)
- Act in a certain way (shared principles, values and behaviours)
- Have a contractual agreement (alignment, commitments and financial framework)

#### Unlocking Innovation

Alliance contracting promotes a focus on outcomes with flexibility in how to meet them, not just when designing services but progressively throughout the duration of the commissioning period. This flexibility enables continuous development and innovation.

#### Alliance Contracting in Action

The Cardiff and Vale Area Planning Board uses alliance commissioning for the substance misuse services it commissions. This is an innovative approach to providing a focused suite of services, using the alliance model to bring providers together over a ten-year commissioning period, starting from 1st August 2022. As a multi-agency partnership with dedicated Welsh Government grant funding, the Area Planning Board provides a great example for anyone looking to use alliance contracting locally.

