



Scenario 2

Profiling and Managing a contract effectively within its Maximum Contract Value (MCV)

Introduction

Over recent years providers have become familiar with managing Train to Gain contracts with performance indicators based on starts and outcomes.

This contract year the critical contract management performance indicator is managing the contract within the maximum contract value (MCV).

The contract planning and management process can impact on managing within MCV from profiling through to end of year.

This scenario is intended to support providers in developing strategies to manage the Train to Gain contract within MCV.


Instructions

Your scenario pack has a printout of a Provider Funding Report (PFR) for a fictitious provider Casterbridge downloaded from the OLDC.

The PFR was downloaded on 17th November and has all the data up to and including the data submitted on the 4th November, the October data submission for period 3.

Your PFR includes:

- Occupancy list (1 per table)
- Volume and cash summary
- Financial summary



And you have a copy of the profile agreed with LSC at the beginning of the year

The data has been presented to you as part of your monthly MI run.

1. Please explore your contract year to date and assess your position against your MCV. What is your conclusion?

2. Please develop your plan for moving forward with the contract and produce a profile up to and including March 2010 to maintain your contract within MCV using the provided profile sheet.