

Strategic Advisory

Case Studies



Engagement Type

Strategic Advisory – United Kingdom

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Situation

A UK mid-market private equity client wanted to understand trends and opportunities in the English healthcare system for the development of 'consumer healthcare'.

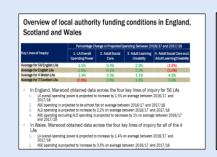
A major learning disability provider wanted to gain full understanding of the state of payers' finances to develop its strategic approach to contract renegotiations. Marwood provided an analysis of 75 Local Authorities' finances trajectory between 2016/17 and 2017/18, helping the client identify price increase opportunities.

Description of Marwood's Work and Analysis

- Identified key system drivers that impacted the role of the consumer and provided expert insights into how this may impact on reshaping the market in the medium-term.
- Developed a methodology for recognising future opportunities using policy, regulatory and funding dynamics that turn service users into consumers
- Analysed how these dynamics influence the development of a consumer market in England
- Identified areas that could see increased future demand at both the provider and the service levels

| Identifying Key inputs to assess likely rationing decisions
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- Leveraged Marwood's Local Authority Finance database, triangulated with national and local finance datasets, to provide bespoke analysis to meet the client requirements.
- Analysed changes in three critically interconnected and relevant spending lines between 2016/17 and 2017/18:
 - Projected change in overall spending power; accounting for central government allocations, Council Tax and business rates revenue, social care precept, and improved Better Care Fund
 - Projected change in adult social care spending
 Projected change in adult learning disability spending
- Benchmarked 75 Local Authorities and provided context through insight into the wider funding context in England



	Percentage Change in Projected Spending Between 2016/17 and 2017/18			
Local Authority Ref	LA Overall Spending Power	Adult Social Care	Adult Learning Disability	Adult Social Care excl. Adult Learning Disability
Local Authority 1	1.9%	9.9%	(2.6%)	19.8%
Local Authority2	(0.5%)	(6.4%)	13.8%	(13.9%)
Local Authority 3	1.0%	2.8%	6.9%	1.6%
Local Authority 4	(0.2%)	(2.2%)	(4.4%)	(1.0%)
Local Authority'S	3.0%	(23.8%)	(8.5%)	(27.2%)
Local Authority 6	1.7%	(2.4%)	(0.2%)	(3.9%)
Local Authority 7	(1.5%)	(2.8%)	(0.7%)	(4.0%)
Local Authority 8	0.8%	(1.4%)	13.4%	(7.7%)
Local Authority9	0.6%	(3.2%)	7.8%	(8.1%)
Local Authority 10	3.2%	(2.8%)	24,4%	(9.8%)
Local Authority 11	2.1%	11.2%	33.1%	0.0%
Local Authority 12	0.9%	(2.0%)	0.0%	(2.7%)
Local Authority 13	2.0%	1.0%	2.5%	0.4%
Local Authority 14	0.2%	0.5%	1.9%	(0.1%)
Local Authority 15	0.5%	(5.1%)	6.2%	(8.9%)
Local Authority 16	2.3%	0.3%	1.3%	(0.3%)