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Using evidence to make the business case

www.earlyinterventionfoundation.org.uk

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What are business cases and why are they important?

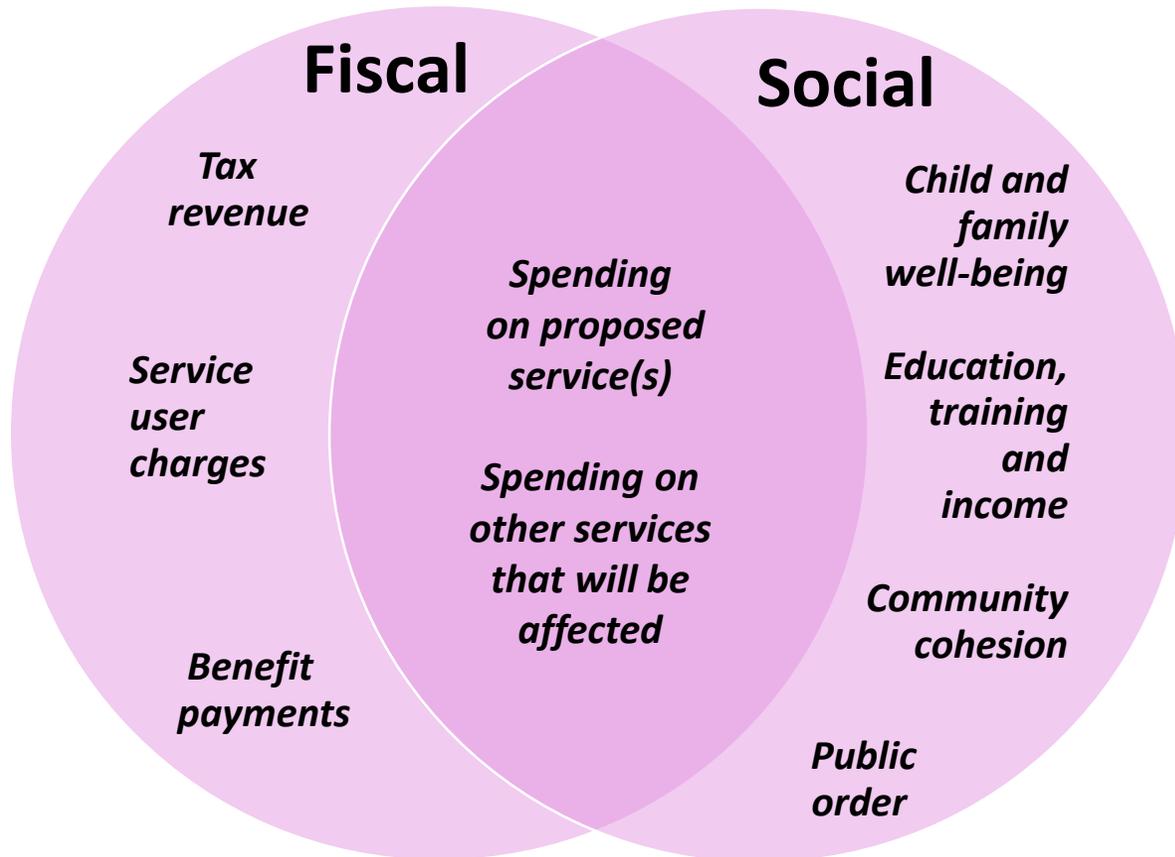


General purpose of business cases

- Management and planning tool to support new or existing policies
- Five different types

Strategic case	Rationale for the project, including context and the case for change
Economic case (cost-benefit analysis)	Assessment of the expected costs and benefits of the project
Commercial case	Procurement and contractual steps required to deliver the project
Financial case	Sources of funding and provisions for liabilities or cost over-runs
Management case	Arrangements for project delivery, governance and performance monitoring

Different types of cost-benefit analysis for Early Intervention



Recent examples of local business cases we reviewed all had a fiscal cost-benefit analysis

Part of a wider national trend?



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Useful resources for Early Intervention business cases

Assessing and evidencing the value of Early Intervention



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1. Specific benefits of Early Intervention programmes through better outcomes, e.g.
 - Positive relationships
 - Health and well-being
 - Education and employment

2. Less demand for expensive statutory service provision, e.g.
 - Criminal justice costs
 - Hospital admissions
 - Care placements



1. Benefits of Early Intervention programmes

Example: Positive relationships

Programme	Target group	Setting	Outcomes	Benefit/cost ratio
Family Nurse Partnership	First-time teen mothers	Home	Disruptive behaviour	1.94
Parent-Child Interaction Therapy	Age 2-12	Social services	ADHD Disruptive behaviour	2.37
Incredible Years Parent Training	Age 2-12	Community	ADHD Disruptive behaviour Internalising behaviour	1.37



2. Costs of acute/statutory services

Example: Crime

Activity/service	Cost	Source
Arrest (each)	£1,930	DfE Family Savings Calculator
	£2,241	Greater Manchester Cost Database
ASBO (each)	£5,350	DfE Family Savings Calculator
	£7,805	Greater Manchester Cost Database
Magistrates' court proceeding	£550	DfE Family Savings Calculator
	£768	Greater Manchester Cost Database
Probation Order (each)	£2,610	Greater Manchester Cost Database
Prison place (per year)	£36,266	DfE Family Savings Calculator
	£45,171	Greater Manchester Cost Database



Further information

Costs and benefits of Early Intervention programmes:

- [Blueprints for Healthy Youth Development](#)

Unit costs of service provision:

- [PSSRU: Unit Costs of Health and Social Care](#)
- [DfE: Family Savings Calculator](#)
- [New Economy Manchester: Troubled Families Cost Database](#)



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Example Early Intervention business case



Essex Troubled Families programme

Business case: [Whole Essex Families with Complex Needs](#)

What is the proposal?	Multi-agency teams supporting whole family, single point of contact, shared data
How is it costed?	Local unit costs of required Early Intervention services and assumed level of programme roll-out
How are the benefits assessed?	Local unit costs of statutory/Late Intervention services and assumed level of programme successful

Guidelines for cost-benefit analysis



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In your delegate pack: Matrix to assess the standards of your business case

- Compare current practice against the checklist – how well do you do in each of these areas?
- Look at suggested features of best practice - what can you do to improve?
- Tell us what you and your colleagues think – how can we make it more useful?



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How EIF can help improve Early Intervention strategies and business cases

EIF tools and resources



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In your delegate pack: 'Making an Early Intervention Business Case'

Future work planned:

- How to use local data to understand your populations, needs and costs
- How to develop a good outcomes framework and measure your success
- How to identify your spend on Early Intervention and other services
- How to improve your business case and cost-benefit modelling

Shared learning



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- Regional and national events
- Case studies of local best practice
- Engagement with peers, experts and relevant public bodies



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Thank you!