

7 Poutūterangi 2025

Te Minita mō Whānau Ora

HE PĀRONGO | AIDE MEMOIRE

Whānau Ora procurement – talking points, including for Cabinet oral item on 10 Poutūterangi 2025

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Purpose

1. This aide memoire provides talking points to support an oral item at Cabinet on 10 Poutūterangi 2025 and key points on the progress of Whānau Ora procurement.

Comment

2. On 6 Poutūterangi 2025 you met with officials in respect of Te Puni Kōkiri proceeding to implement the outcomes of the Whānau Ora procurement process. At the meeting you indicated conditions you expected when it came to transition planning and reporting as part of implementing the procurement.
3. On 7 Poutūterangi 2025 Te Puni Kōkiri is notifying preferred and not-preferred respondents to the Request for Proposal.
4. You will raise an oral item at Cabinet on 10 Poutūterangi 2025 to update Cabinet on progress of Whānau Ora procurement. The talking points at **Attachment 1** support the oral item.
5. Together with Department of Prime Minister and Cabinet, Te Puni Kōkiri developed the key messages at **Attachment 2** to support external conversations about Whānau Ora changes.

Attachments

1. Cabinet oral item on 10 Poutūterangi 2025
2. Key Messages – Whānau Ora Changes



Grace Smit
Hautū Te Puni Rohe | Deputy Secretary Regions

Attachment 1

Talking Points

Cabinet oral item on 10 Poutūterangi 2025

1. Te Puni Kōkiri last week notified respondents to a RFP for Whānau Ora commissioning services of the results of a procurement process.
2. This is the first time since the awarding of Whānau Ora contracts over 10 years ago that commissioning arrangements have been tested in the market through an open tender.
3. A big focus of the procurement is ensuring Whānau Ora complements the Social Investment approach. That includes better data reporting straight into the IDI at Stats NZ so we can attribute results from the devolved outcomes based Whānau Ora approaches.
4. The total budget for the services tendered is about \$155 million per annum. There are four Whānau Ora regions (up from three). Each region has its own commissioning agency – two North Island, one South Island, and a nationwide Pasifika-focused “region”.
5. I am confident Te Puni Kōkiri has run a robust procurement process. Audit NZ has independently assured the procurement process and confirmed the procurement met the required rules and practices for government.
6. After notifying RFP respondents of results last week, Te Puni Kōkiri will now focus on negotiating and agreeing new contracts with the four preferred respondents. Negotiations will occur over March 2025.
7. Transition to new commissioning agencies will begin in April 2025. Te Puni Kōkiri is providing funding and resources for the transition.
8. Go live for the new commissioning agencies is 1 July 2025.
9. Public announcements on the new Whānau Ora Commissioning Agencies will be made only once negotiations are completed and selected Whānau Ora Commissioning Agencies have been contracted.

Attachment 2

Whānau Ora Procurement

Key Messages – Whānau Ora Changes

- Whānau Ora is a service focussed on whānau wellbeing.
- Whānau decide which services and support they need to reach their fullest potential.
- Over the last decade, the Whānau Ora focus on strong trusted relationships has got results across New Zealand communities.
- We know Whānau Ora has potential to do more and that is why we want to back it with these changes.
- The changes we are making will target our investment to where it can make the biggest difference with a focus on our hardest to reach communities.
- The new contracts will have a greater focus on outcomes and ensuring real change occurs with those whānau most in need.
- Better data gives us even more confidence so we can continue to grow and strengthen Whānau Ora.

Key Messages – Whānau Ora Procurement Timeline and Process

- I understand all Respondents have been notified of the RFP selection decisions on 7 March 2025. I know not everyone will be happy with the decisions but I am confident that the process was robust and these changes will benefit New Zealand whānau.
- There was a strong response from the market. The selection decisions do not reflect that anyone was doing a bad job; it's been over a decade since the market was tested, it was timely to do that.
- The primary aim now is to reach prompt agreement of an Outcome Agreement with the preferred Respondents, for each of the four Whānau Ora regions. Outcome Agreements are expected to commence on 1 July 2025.
- Public announcements on the new Commissioning Agencies will be made only once negotiations are completed and selected Whānau Ora Commissioning Agencies have been contracted. This is currently on track to be completed by the end of April 2025.
- All queries on the procurement process should be directed to: RFP-WhanauOra@tpk.govt.nz. This inbox will continue to be closely monitored.