Frequently Asked Questions (FAQs) on Market Position Statements

25 January 2019

## Contents

[Contents 2](#_Toc469319068)

[Introduction 3](#_Toc469319069)

[1. What is the purpose of a Market Position Statement (MPS)? 3](#_Toc469319070)

[2. What is in a Market Position Statement (MPS)? 3](#_Toc469319071)

[3. Why is a Market Position Statement (MPS) needed? 3](#_Toc469319072)

[4. Where did the NDIA source their data for the Market Position Statements? 4](#_Toc469319073)

[5. How can I provide feedback on the Market Position Statements? 4](#_Toc469319074)

[6. Can I use Market Position Statements to guide business decisions? 4](#_Toc469319075)

[7. What other market information is available? 5](#_Toc469319076)

# Introduction

The Agency values providers because of the critical role they play in the delivery of high quality, person centred supports that help participants achieve their aspirations. The Agency is seeking to facilitate a market with a diverse array of providers that maximises choice and control for participants but also enables strong links with mainstream services, family and community support so that people with disability achieve increased social and economic participation. As part of our facilitator role the Agency is committed to provide as much information as possible to assist the market, and its key base line market document is a Market Position Statement.

Further information about the Agency’s role as a market facilitator and steward is available on the Agency’s website [here](https://ndis.gov.au/providers/market-information-useful-links.html).

## What is the purpose of a Market Position Statement (MPS)?

A MPS aims to help current and prospective providers, and market stakeholders more broadly, understand the developing NDIS markets they operate in. It can help inform current and prospective providers on how they adapt and grow in the NDIS and maximise the opportunities the NDIS will create in coming years. A MPS provides information on the projected demand for the NDIS across a state or territory in key areas such as numbers of participants, value of supports and a projection of the workforce required to deliver the NDIS across the regions.

## What is in a Market Position Statement (MPS)?

A MPS outlines the market opportunities and challenges for a particular area. The types of information included are:

* Current client/participant numbers and existing funding for disability supports
* Expected growth in the number of participants, funded supports ($), and jobs (FTE);
* A comparison of Scheme experience of participant demographics and committed supports;
* Information on additional resources to support providers in their efforts to become NDIS ready.

## Why is a Market Position Statement (MPS) needed?

A MPS helps signal to the market where there is likely to be market opportunities, including where there is estimated growth in NDIS participants and the value of committed supports. This assists with workforce planning by projecting areas of workforce growth.

## Where did the NDIA source their data for the Market Position Statements?

The MPS presents a range of information on current client/participant numbers, existing funding for disability supports, estimated supply and workforce estimates. The main data sources used include:

* NDIA Actuarial modelling to estimate growth in participants, workforce and supply;
* NDIA provider engagement to identify the barriers, challenges and growth opportunities of existing and prospective providers;
* Publicly available data (e.g. financial reports, statistics from the Australian Bureau of Statistics, provider websites)

## How can I provide feedback on the Market Position Statements?

The NDIA welcomes feedback from providers and other market stakeholders on this initial series of MPSs on the sort of information that will be of most value to supporting providers in their NDIS preparations. In particular:

* what information was useful?
* what needs further clarification?
* what additional information about the market would providers and stakeholders like?
* what sub-markets are of interest?
* whether this MPS was easy to read/understand?

You can provide feedback to marketandsector@ndis.gov.au with the subject heading ‘Feedback on (insert state/territory) MPS’.

The Agency will endeavour to incorporate this feedback where possible into future market information.

## Can I use Market Position Statements to guide business decisions?

A MPS is a baseline document and should not be considered as specific advice from the NDIA, but rather general, point in time information. Providers are encouraged to ensure they undertake their own market research before making strategic decisions about growth or changing their service types to account for the NDIS.

## What other market information is available?

The Agency has completed Market Position Statements for New South Wales, Victoria, Tasmania, South Australia, Queensland, the Australian Capital Territory, the Northern Territory and shortly Western Australia. As the NDIS continues to be implemented and greater levels of participant and provider information captured the Agency will be in a position to prepare a range of different types of market information.

The Agency also publishes quarterly reports for COAG, and state or territory participant and market dashboards. These documents provide information (including statistics) about participants in each jurisdiction and the funding or provision of supports by the NDIA in each jurisdiction.

The quarterly reports and state-based dashboards can be found on the [NDIS website](https://www.ndis.gov.au/about-us/information-publications-and-reports/quarterly-reports.html).