

HUB in touch



NHS Collaborative Procurement Partnership Agency Nursing Framework Approved by Monitor

Following the announcement that the NHS CPP's agency nursing framework was approved by Monitor ahead of the new rules on engaging agency staff (effective from October 19th) the Hub has received an unprecedented level of interest in the framework.

The Hub advises Trusts to put formal SLAs in place with their preferred agencies, to ensure contractual compliance under the terms of the framework agreement.

Please also note the Monitor proposal and consultation on pay rates. All interested parties and stakeholders are invited to respond to the consultation by 5pm on 13th November 2015. (Continues on page 2.)

October 2015

Orthopaedic savings in the region hit the £1 million pound mark as framework wins national award



The NHS Collaborative Procurement Partnership, of which the Hub is a part, has won the prestigious HSJ Award for Value and Improvement in Procurement 2015 for its innovative Total Orthopaedic Solutions Framework.

The HSJ award announcement came just as savings from this ground-breaking framework reached £1 million in the East of England alone.

The framework was the first [Total Orthopaedic Solutions](#) of its kind in the country and tackles one of the highest areas of non-pay spend in the NHS. It provides Trusts with compliant cover across all aspects of orthopaedics, offering a strategic model which gives individual NHS Trusts a number of options within and across specialities.

One of the strengths of the framework agreement is that it represents the interests of 85 Acute Trusts who are members of NHS Collaborative Procurement Partnership hubs and who make up 60% of NHS Acute Trusts in England. This strength in numbers has influenced the market for the benefit of the NHS as a whole.

Since the framework was awarded, the Hub has been working with Trusts to identify cost savings and resulting contracts have made £1 million in-year savings within the East of England. This is just a start and only covers part of the 10 Lot framework. Additionally, some Trusts are still to finalise their arrangements for hips and knees.

Over the 4 year life of this pioneering framework, it is possible that savings worth over £8million can be achieved - on top of the many millions that the East of England Hub has saved in the past 8 years through previous frameworks.

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For more information about the consultation, [click here](#). For more information about the latest agency rules, [click here](#).

For more information about the NHS CPP's nursing framework, [click here](#).

Please contact either clare.drew@eocph.nhs.uk or rachel.naylon@eocph.nhs.uk

National Price Caps for Agency Staffing Working in the NHS – Implications for Frameworks

Monitor's proposal and consultation on price caps for agency staff and bank staff will have a significant impact on Trusts' agency spend and pay rates.

The NHS Collaborative Procurement Partnership (NHSCPP) has reviewed the current nursing framework and our medical locum tender and we are considering how to ensure our frameworks fit with the Monitor proposal.

We have been seeking legal advice on how to help ensure compliance for Trusts, and our options regarding price variations under the existing Terms.

One option we are currently scoping is to align the procurements and go to market for a NHS CPP Clinical Staffing framework agreement, which would include all staffing groups: nursing, medical locums, AHP/HSS.

Project plans continue this week and we hope to announce our intentions, following a further discussion with Monitor. A NHS CPP announcement and engagement day will be issued shortly.

For more information, please contact rachel.naylon@eocph.nhs.uk or clare.drew@eocph.nhs.uk

Non-Medical Non-Clinical Staff

The Hub continues to liaise with the category team at Crown Commercial Services to understand the collaborative opportunities for Trusts under the new pan-government framework agreement for this category of staff.

We are awaiting a report on this and as soon as this is available we will communicate this to Trusts and discuss options. For more information, please contact rachel.naylon@eocph.nhs.uk

Project Updates



Total Cardiology Solutions

The NHS CPP Total Cardiology Solutions Framework, which went live in May 2015, is now being closely examined by Trusts, particularly the innovative offers sections as localised contracts reach their expiry date.

Basildon and Thurrock University Hospitals NHS Foundation Trust has committed to a one year contract across the Cardiology product landscape and looks set to make significant savings as a result.



The framework has the potential to save a further £1million across the region if Trusts take up the opportunities that are available. For more information about the framework, please contact kevin.hudson@eocph.nhs.uk

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Orthotics

The existing framework agreement established in 2011 and subsequently extended to the end of December 2015, has been further extended to 31st March 2016.



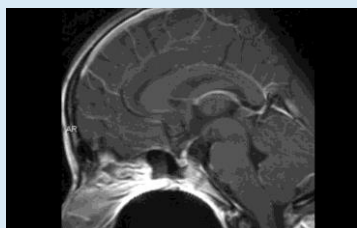
The process is underway to establish a new Orthotics contract which is planned to be effective from 1st April 2016. Work is in

progress to finalise the scope of the new contract, including the makeup of the various lots. Any suggestions on what the lots could cover would be welcome.

For further information, please contact kevin.hudson@eocph.nhs.uk

Contrast Media

Work is continuing on the new framework for the supply and delivery of Contrast Media products, injectors and associated consumables.



The Hub is in the process of drafting the Invitation to Tender documentation with a view to advertising this in November.

This re-tender will contain a number of lots including injectors and associated consumables as well as Contrast Media products themselves.

If you would like any further information or wish to get involved in the project going forward, please contact Jessica.good@eocph.nhs.uk

Clinical Product Specialists Update



Following a brief consultation with attendees at a recent Acute Trust Heads of Procurement meeting, it was noted that the next Clinical Procurement savings opportunity would be sent out in a new format.

The revised document contains more information which will enable clinicians to fully understand what alternative products are available and also includes images.

The Clinical Procurement Team has been discussing the new format while visiting Trusts. If any member wants to comment or has any further ideas please, please e-mail them to the CPS team.

A number of Trusts have now implemented use of an alternative lubricating and ultrasound gel and have started to see the savings. Included in this opportunity is catheter lubricating gel. This opportunity still exists and the clinical team is available to work with members to identify if savings are available to your Trust.



Current CPS projects being investigated on a Trust by Trust basis are:

Sutures; Surgeons' Gloves; Anti-embolism stockings; Adhesive surgical tape; Laryngoscopes; ET Tubes.

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The Clinical Product Team is awaiting the outcome of the new NHS Supply Chain examination gloves tender which has been put on hold.



Once this is awarded the team will commence work with Trusts who have shown an interest in switching and saving.

Procurement and clinical consumables groups are attended by the clinical team offering support with switches and standardisation of products which will result in savings.

The team continues to meet with suppliers to identify new and innovative consumables being brought to market.

For more information about CPS projects or to discuss how the team can support your clinical projects, please contact either: pauline.totten@eocph.nhs.uk or steve.upton@eocph.nhs.uk

Events and Training



Mental Health and Community Provider Forum – 19th November 2015

Mental Health Trusts and Community Providers in the region are invited to attend the next Forum, hosted by the NHS Commercial Alliance, which will take place in London on Thursday 19th November.

The forum is an opportunity for Mental Health and Community Providers across the Alliance area – which includes the East of England and the South East – to discuss issues of common interest with their peers.

On the agenda will be strategic updates on the regional and national picture, benchmarking, procurement opportunities, a talk from Ernst and Young and a round table discussion on hot topics affecting Mental Health Trusts and Community Providers.

The forum take place at the Victory Services Club, Seymour Street, London W2 from 9.30am to around 3.30pm, with lunch included.

To register to attend or for more information, please contact Sue Wareham at s.wareham@nhs.net

Hub Training Sessions – November 2015

The following training sessions are available to book. To find out more about each session and to register to attend, please click the links below:

[Strategy Development \(10 Nov\)](#)

[Culture Driven Performance \(18 Nov\)](#)

For more information, please contact: melanie.nicholson@eocph.nhs.uk

NHS Legal Services Conference – 20th January 2016

Following the launch of the NHS Commercial Alliance Legal Services framework in January this year,



the Hub is planning a conference on Legal Services in January 2016 to coincide with the anniversary.

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Legal suppliers on the framework will present seminars on a number of key topics, including legal issues surrounding income generation for Trusts, NHS and social care integration and estates and facilities.

In addition, attendees can find out more about the framework and case studies from Trusts who are using it successfully.

The conference will take place at the Stansted Airport Hilton on 20th January 2016. [To register to attend click here.](#) Please circulate this information to anyone to whom you feel it may be of interest.

For more information, please contact: melanie.nicholson@eocph.nhs.uk or liam.robinson@eocph.nhs.uk

Pharmacy Update



Pharmacy Legal Training Programme 2016-17

The Hub is currently in putting place a pharmacy legal training programme for next financial year.

We have just conducted a short survey with members to establish current training needs and have been delighted with the response, which will inform the programme.

For more information, please contact stephanie.sprakes@eocph.nhs.uk

Medical Liquid Oxygen

The Invitation to Tender is due for release at the end of October. If any Trusts would like further information on the project or want to take part in the evaluation group, they should contact stephanie.sprakes@eocph.nhs.uk

Cleanroom Consumables & Laundry Services

The Hub is currently conducting a scoping exercise and preparing its procurement strategy for this market. We presented our work to date to the East of England Preparative Services Network and will be working with them as a stakeholder group for this tender. For more information, contact stephanie.sprakes@eocph.nhs.uk

NHS Pharmacy Procurement Conference – March 2016

Bookings are going well for the Hub's second NHS Pharmacy Procurement Conference, to be held on March 8th 2016. All Trusts are invited to attend.

Pharmacy accounts for a large proportion of the NHS's budget and this conference will look at the current key issues around pharmacy procurement.

The agenda is still being developed, but the registration website is already available for NHS bookings.

[To register to attend, click here.](#) Please circulate this information to your Pharmacy colleagues who may not receive a copy of this newsletter.



For more information, please contact stephanie.sprakes@eocph.nhs.uk or melanie.nicholson@eocph.nhs.uk

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Homecare Services Update

A Standard Homecare contract template has been taken up by Department of Health and the Commercial Medicines Unit, in recognition of the value of the market and the nature of the service bordering existing standard contracting documents. This will bring legal expertise to support negotiation with homecare provider and pharma legal teams.



Interim arrangements are being considered by the National Homecare Medicines Committee and regional homecare leads for reviewing new pharma funded service contracts.

KPI data for all services used by Trusts is being collected and a single report design, consistent for all providers is in development, expected in November 2015. In the interim, tabular KPI data will be shared with all Trusts for local validation.



Extensive homecare expenditure data is being collected from homecare providers with a report being developed to give

Trusts the summarised total spend.

Additionally, this data is being mapped to the CMU contract product catalogue which will be used to report indication of potential product pricing errors back to local trusts for investigation.

The Hub is working with all framework providers to capture source data that allows clear identification of spend by contract and therapy to allow accurate reporting of net saving values under Hub frameworks.

The Hub is aiming to host a homecare medicines services conference in the second half of 2016 to share learning between pharma, homecare providers and the NHS. Further details will be shared when available.

If you have any suggestions for subjects you would like to see discussed, or have any other questions about Homecare, contact joe.bassett@eocph.nhs.uk

To find out more about the Hub's Homecare Services support, please visit the relevant pages on our website:

<http://eocph.nhs.uk/homecare-medicines-services.htm>



For more information about training or any Hub communications including newsletters or the EOCPH website, please contact melanie.nicholson@eocph.nhs.uk or for general news updates, follow us on [Twitter](https://twitter.com/EOCPH)

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