

HUB in touch



New Theatre Surgery Consumables Framework Set To Launch in April

The new national Theatre Consumables framework is set to go live next month.

The aim is to provide a single solution for a wide range of related products used in operating theatres. Like the Clinical Consumables Framework, it has been developed by the NHS CPP for the benefit of members.

The framework will cover the following product areas: Minimal Invasive Surgical Stapling and Laparoscopic surgery (including energy devices); Wound Closure, Sutures and Tissue Glues; Haemostats; Surgical Mesh; Gynaecology Implants and Surgical Consumables (TVT); Urology, including Stents, Implants and Consumables; Breast Implants.

For information, contact:
Carol.piggott@eocph.nhs.uk

March 2017

New NHS CPP Clinical Consumables Framework Launched



A new framework agreement to cover Clinical Consumables has been launched by the NHS Collaborative Procurement Partnership. (NHS CPP)

The need for a new contract to cover Clinical Consumable Products was identified by the NHS CPP of being of benefit to members and the framework has been established to enable Trusts to award contracts for a wide range of products from leading suppliers in the market.

NHS CPP (which includes the East of England NHS Collaborative Procurement Hub, London Procurement Partnership, North of England Commercial Procurement Collaborative and NHS Commercial Solutions) has a common purpose in striving to secure value for money and offer comprehensive support for members.

Under this framework, NHS organisations have the option to award to any supplier to achieve direct delivery. Service options such as bulk delivery are also available by conducting a price benchmarking exercise or further competition.

To award a contract under this framework, the contracting authority may select any supplier available in the Lot on the framework to achieve value for money and a compliant route to market. The Hub is able to support members in getting the most out of using this contract.

Lots Include: Lot 1: Procedure Pack; Lot 2: Single Use Instruments; Lot 3: Single Use Drapes; Lot 4: Single Use Gowns; Lot 5: Theatre Hats and Masks; Lot 6: Surgeons Gloves; Lot 7: Examination Gloves; Lot 8: Patient Temperature Management.

The contract is live and runs until February 2019, with 2 x 12 month extension periods available. For further information, please contact nawaz.habib@eocph.nhs.uk

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Project Updates



New Bariatric Tender Underway

The tender for the new Bariatric Furniture and Equipment framework agreement has been published on OJEU.



The Hub is leading the tender on behalf of the NHS Collaborative Procurement Partnership (NHS CPP) with the aim of establishing a national multi-provider framework agreement for the supply of Bariatric Furniture and Equipment.

It will be open to any members of the four NHS hubs which make up the NHS CPP and any future organisations obtaining new membership.

The framework agreement covers seven Lots, namely: Lot 1: Aids to Daily Living; Lot 2: Beds and Mattresses; Lot 3: Hoists and Slings, Lot 4: Chairs and Cushions; Lot 5: Patient Transfer; Lot 6: Wheelchairs; Lot 7: Specialist.

The current Bariatric Framework is still in place until it is superseded by the new framework, which goes live at the beginning of May 2017. For more information please contact clare.drew@eocph.nhs.uk

New Apprenticeship Training Providers DPS

London Procurement Partnership is building an Apprenticeship Training Providers Dynamic Purchasing System to support all public sector organisations to procure training providers under the new Apprenticeship Levy rules and go live from April. From 1st April 2017, all public sector organisations with a paybill of more than £3m will have 0.5 per cent of their pay bill deducted for the apprenticeship levy.

Those organisations can then draw from those funds from 1st May to pay for apprenticeship training. All Hub members will have access to this DPS, so for more information, contact helen.mason@eocph.nhs.uk

Buildings and Engineering Maintenance Services (BEMS) Framework

A Dynamic Purchasing System (DPS) for BEMS, including Construction Consultancy Services, will be awarded in April 2017. It will be awarded by London Procurement Partnership and will be available for Hub members to use.

The framework will include Cooling and Refrigeration, Air Handling Units, Lifts, Patient Hoists, Water Systems, Fire Systems, Boilers and Associated Plant, Security, UPS and Generators, Portable Appliance Testing, Automatic Doors and Medical Gas Pipeline and Equipment. Suppliers will be able to be selected based on geographical region.

The existing DPS for Minor Building Works can now be utilised by Hub members without charge. (£2.5k was charged previously by Constructionline which manages the supplier registration process). There will be stakeholder events to discuss the DPS process and use of Constructionline system in due course. Further details to be announced.

For information, contact helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Medical Equipment Services and Maintenance Framework for Diagnostic Imaging, Radiotherapy and Cardiology

This framework was awarded in September 2016 for four years and is available for Hub members to use.

Lot 1 includes:

- Multi and/or single life cycle managed equipment services contracts for up to 20 years.
- Maintenance Service only option.
- Provision for turnkey as and when necessary, inclusion of removal and disposable equipment. Inclusion of equipment related maintenance consumables and durables, inclusion of patient related consumables.

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Lot 2 includes:

- Professional Consultancy
- Professional, clinical and technical advice on Diagnostic Imaging, Radiotherapy, Cardiology and Medical equipment including but not limited to Business Case support, Bid Management and Contract Management. Advice on appropriate financial options, Equipment Audit and Service Redesign programmes.

For more information, please contact either helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Medical Equipment Services and Maintenance Framework for Theatres and Medical Equipment

This framework is due to be awarded in June / July 2017 and will be available to Hub members. It is being tendered using a restricted procedure and consultation is underway with potential providers.

Five Lots are being considered, namely:

- **Lot 1:** Theatres and Equipment with specific T&Cs.
- **Lot 2:** Medical Equipment with specific T&Cs.
- **Lot 3:** Theatres and Equipment and Medical Equipment with specific T&Cs.
- **Lot 4:** Capital and Leasing.
- **Lot 5:** Consultancy Services.

Awards against the framework will be a combination of direct award and mini competition.

For more information about the framework, please contact helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Payroll Services Framework

Hub members have access to a new framework on Payroll Services, awarded in November 2016. The framework covers core payroll, pension and expenses administration plus reporting and submitting data for financial reconciliation and accounting.

There are ceiling prices per payslip which the supplier may not exceed when delivering services.

Suppliers awarded include: Salford Royal NHS Foundation Trust, Equiniti Ltd, Northumbria NHS Foundation Trust, Serco Ltd, St Helens and Knowsley NHS Teaching Hospital Trust.

For information, contact helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Clinical and Digital Information Systems (CDIS) Framework

A new Clinical and Digital Information Systems (CDIS) framework awarded in December 2016 is available for Hub members to use. It was established by London Procurement Partnership to support a wide range of IT and services to facilitate the Government’s 2020 paperless vision for the NHS. The framework is composed of four Lots:-

- **Lot 1:** Electronic Patient Records - Acute, Community, Child Health, Mental Health and Social Care
- **Lot 2:** Hosting - Data Centres
- **Lot 3:** Interoperability and Interfacing, Clinical and Patient Portals, Informatics and Reporting, Electronic Document Management and Multi-Functional Devices.
- **Lot 4:** Specialised Digital Solutions and Professional Services – Mobile Working, BYOD, Tele-Health, Medication Management, Patient Support Solutions, Patient Workflow and Tracking, Innovation, Professional Services.

For more information about this framework, please either contact helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Patient and Non-Patient Messaging Services

Missed GP and hospital appointment cost the NHS in England nearly £1bn a year and there is evidence that reminder services have a material effect on reducing the volume of missed appointments.

The new Patient and Non-Patient Messaging Services framework, awarded in December 2016, will cover reminder services and is available to Hub members.

Other types of services covered within framework scope include NHS Friends and Family Test (patient feedback); reminders to patients to take prescribed medication; marketing of flu jabs; cessation support and employee notifications.

The Lots are as follows:

- **Lot 1:** Messaging services to mobile telephones
- **Lot 2:** Messaging services to computers
- **Lot 3:** Automated voice messages
- **Lot 4:** Agent Calls
- **Lot 5:** A multi-services Lot

For more information, please contact either helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Private and Overseas Patient Services – Private Patient Income Under-Recovery

Scoping is underway for a new framework agreement to include the following areas:

- Audit of retrospective private patient costs to identify under-claims. Suppliers will need to know what they are looking for as information may not be readily available. Recovering under-claimed costs from insurance companies. Suppliers will act on behalf of Trusts and deal with insurance companies directly to re-claim outstanding monies. Suppliers will charge Trusts based on a percentage of the re-claimed monies once returned to Trusts.
- Educating internal teams. Suppliers will train in-house staff so that they can manage any new process effectively going forward.
- Analysis of existing private patient fees. Suppliers will determine whether charges are commensurate/competitive.
- Negotiation of fees with insurance companies. Suppliers can act on behalf of Trusts in negotiating new charging structure and share in a % of increased income as a result of re-negotiated fees.

This framework is due to be awarded in June 2017 and will be available to Hub members.

Please contact either helen.mason@eocph.nhs.uk or stephen.evans@eocph.nhs.uk for more details.

De-regulation of the Water Market

Crown Commercial Service (CCS) will be running a national further competition in May/June against its new Water Framework Agreement (RM3790) which will be available from April 2017.

If members are interested in participating, template forms are available which will need to be populated with your site data and requirements so that this can be fed into their aggregation team who will run the further competition.



In order to be considered for the further competition, the aggregation team is requesting the information be returned before 10th March 2017.

More information about the upcoming de-regulation and the Water Framework Agreement can be found via this link: www.gov.uk/ccs/buywater.

For more information on water de-regulation, please contact either helen.mason@eocph.nhs.uk or Stephen.evans@eocph.nhs.uk

Pharmacy Update



Pharmaceutical Wholesaler Arrangements

The Hub is working with the Healthcare Distribution Association (HDA) to develop a national specification and a nationally agreed KPI dataset for Pharmaceutical Wholesaler Arrangements.

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The Hub will be the first region to tender under this national documentation, leading on behalf of the NHS Commercial Alliance.



This is something we have been working towards for a number of years and it will enable us to tighten our contract management process for this core pharmacy service.

Our long-term objective is to provide Trusts with a quarterly KPI report aligned to our homecare service offering as we have seen the benefits this can bring.

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

Human Albumin and Anti-D Framework

We are currently adjudicating this national framework with the Commercial Medicines Unit (CMU). Trusts will be aware that there are global supply issues within these markets and we are working closely with the CMU to allocate volumes accordingly.

The Hub will be liaising with each Trust following award to discuss the outcomes. For more information, please contact stephanie.rose@eocph.nhs.uk

Pharmacy Automated Systems Stakeholder Event 4TH April 2017 – Book Now!

NHS Trusts are seeking to improve and optimise medicine management processes to reduce the cost of administering medicines in hospitals and simultaneously reduce error rates and increase the time available to nursing staff (and others) for patient care.

This can be achieved through a mix of automation, robotics, software, re-engineered logistics and medicine flows, together with computer-assisted and automated medicine dispensing.

The Hub is hosting a Pharmacy Automation Stakeholder event for NHS personnel to help them understand the pharmacy automation solutions currently available on the market and share best practice.

We will be using this conference to present our automation procurement strategy.

To register to attend this automation event, which will be held at Newmarket Racecourse on 4th April 2017, [please click this link](#).

Contrast Media and Barium Products, Injectors, Carbon Dioxide Insufflators and Associated Consumables Tender

This 49 Lot tender has now been advertised on behalf of 58 trusts spanning three UK regions. The return date for supplier submissions for this tender is 23rd March with the contract award date targeted for early July.

If there are further volunteers who haven't already expressed an interest who would still like to take part in the evaluation process, please contact Jessica.good@eocph.nhs.uk.

Low Tech Homecare Framework Agreement



The current low-tech homecare medicines services framework has been extended until the end of June 2017, with all suppliers maintaining current pricing.

The replacement homecare medicines services tender is now being finalised and is scheduled for award in July 2017.

For more information, please contact joe.bassett@eocph.nhs.uk

Evolution and Lloyds Pharmacy Clinical Homecare Merger

The Hub has been working with Evolution and Lloyds Pharmacy Clinical Homecare (LPCH) to support a smooth transition of patients to LPCH following the decision by Celesio UK, which now owns both homecare companies, to merge the two operations.

For further information, contact joe.bassett@eocph.nhs.uk

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Clinical Product Specialists (CPS) Update



Product Standardisation

The CPS team continues to work with NHS Supply Chain (NHS SC) and Trusts around the standardisation of clinical consumables, with support being offered in relation to the compare and save documents.

Nitrile Exam Gloves Costs

The wholesale increase in the cost of Nitrile Exam Gloves via NHS SC has had a significant impact on Trusts' expenditure.

The CPS team is working with Trusts to review this area of spend. Whilst awaiting the results of the mini competition being run by NHS SC, comparable pricing is also being examined on the new NHS CPP theatre consumables framework against direct supply.

Ambulance/Acute Hospitals Standardisation



The work plan around this project, which is looking at ways of standardising certain consumables to avoid waste, continues to develop with extra

consumables being added for consideration.

This piece of work is initially being piloted in Cambridge University Hospitals and Princess Alexandra Hospital, but if efficiencies can be achieved, these initiatives can be rolled out to all Trusts.

For more information regarding CPS projects, please contact either: Pauline.totten@eoeceph or steve.upton@eoeceph.nhs.uk



“Tax doesn’t need to be taxing.....” said an advert from HMRC extolling the benefits of online tax returns. However, we are not sure that you could apply the same soundbite to managing Value Added Tax (VAT).

The rules of VAT can be fairly complex in nature, as there are different considerations to be made when reviewing what it applies to, and then when it applies. Tie this into the NHS environment, and the myriad of day to day elements provided as a service, coupled with business development needs, strategic aims, and business planning, and it can soon become a major challenge.

Applying VAT, and the rules of VAT, is not always straight forward, especially when there is the legal obligation for an NHS organisation to pay the correct amount due, ensuring it is fully compliant with its VAT obligations. Equally, and just as important is to ensure that the NHS organisation is not overpaying, and that it takes full advantage of any zero rated elements which can be applied to its day to day business activities or strategic developments.

Putting to one side the depth of specialist knowledge and understanding needed to correctly apply VAT rules, the proportion of time needed out of a working day, to comprehensively review all financial activity and judiciously apply the rules, usually means VAT can be something of a “Cinderella” in respect of daily activities.

In December 2016, Aruni Mukherjee, from KPMG, delivered specific training to Hub members, as part of our free to access programme of events on the subject matter of “VAT Issues in the Pharmacy Sector” - an often overlooked area of the NHS that has bespoke needs.

Aruni’s Mukherjee’s presentation was very well received by a packed audience of pharmacy members and sparked significant dialogue.

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VAT Issues Continued



The basic ground rules of VAT are:

- VAT is a tax that is charged on most goods and services;
- It is a consumption tax, with the final VAT amount being borne by the end consumer; and
- UK legislation is governed by the VAT Act 1994.

Specifically relevant for Pharmacy provision, are the additional elements governed by the Principal VAT Directive (PVD) 2006/112/EC, which all member states are bound by. However, member states interpret the Directive's provisions slightly differently and this is where it gets challenging.

The UK's derogation allows for certain goods (e.g. drugs in some cases) to be zero-rated even where not explicitly allowed by the PVD. If you haven't already considered the implications of Pharmacy and VAT, and would like to learn more, the complete presentation kindly provided by KPMG in the Pharmacy training event can be accessed by [clicking here](#).

KPMG are a Provider on the Hub's Audit and Consultancy Audit Framework, along with eleven other highly respected providers.

The Audit and Consultancy Audit Framework is free to access to the NHS and publicly funded entities, for more information on the framework [click here](#).

If you would like to talk to us about the Audit and Consultancy Audit Framework services please contact Sandra.atik@eocph.nhs.uk

Training and Events News



NHS National Temporary Staffing Conference

The Hub will be hosting its 6th National Temporary Staffing Conference at Newmarket Racecourse on 16th March 2017.

The event is set to be our biggest yet, with NHS stakeholders from all over the country taking part. To register to attend, please [click here](#).

Hub Legal Training Programme 2017

We are in the process of confirming further legal training sessions for next year with law firms on the NHS Commercial Alliance's legal framework.

Wednesday 22nd March 2017:

Bidding Master Class. This session is now fully booked but we are in the process of arranging a repeat session later in the year. Further details will be announced soon.



Wednesday 29th March 2017:

[The Procurement Tightrope: A refresher and update on the Public Contracts Regulations 2015 reviewed and explained for 2017](#). This seminar is led by Michelmores LLP. (Click the link above to register your place.)

Wednesday 10th May 2017:

[Introduction to Public Procurement](#) Led by Pinsent Masons, this session is an introduction to staff who are new to procurement. (Click the link above to register your place.)

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Award News

Ambulance Uniform Project Shortlisted for HSJ Value and GO Awards



A major national project which has created the first ever standardised uniform for use by UK Ambulance Trusts and is set to save the NHS around £3.4 million has been shortlisted for an HSJ Value in Healthcare Award 2017/18 and a Government Opportunities (GO) Award.

It is a finalist in the Improving Value Through Innovative Financial Management or Procurement Category in the HSJ award and the Procurement Innovation or Initiative of the Year Category in the GO Awards.



The procurement project, which was delivered by the NHS Commercial Alliance and the National Ambulance Procurement Group, will save Ambulance Trusts the cost of more than an entire year's expenditure on uniform items (equivalent to around 165,000 garments per annum) over just four years - the equivalent of funding approximately 100 paramedics.

National Ambulance Procurement Delivery Manager at the NHS Commercial Alliance, James Richards, who managed the project said: "We are absolutely delighted to be shortlisted for these awards, which are a testament to the hard work put in by all the Ambulance Trusts to deliver the framework, which will lead to multi-million pound savings and operating efficiencies." [For more information about the project, click here.](#)

The winners of the GO Awards will be announced in March and the HSJ Value in Healthcare Awards will be announced in May 2017.

For more information about the ambulance uniform project, contact James.richards@eocph.nhs.uk

E-Catalogue and e-Requisitioning Solution shortlisted for two GO Awards

The Hub is pleased to be shortlisted in two separate categories in the National Government Opportunities (GO) Excellence in Public Procurement Awards 2017/18 as part of the NHS Collaborative Procurement Partnership, for the recently launched e-Catalogue and e-Requisitioning Solution framework.

A finalist for both the GO Collaboration Award and the GO Procurement Innovation / Initiative of the Year Award, the e-Catalogue and e-Requisitioning Solution provides all NHS organisations with an opportunity to purchase a best-in-class system which has been designed by the NHS, for the NHS, with the specific needs of clustered organisations, STPs and collaborative procurement hubs in mind.

Darren McVee, E-enablement manager for the East of England Hub, said: "Undertaking such a major e-cataloguing project was extremely challenging, but its success shows what can be achieved through collaboration and positive engagement. We are very pleased that this project nationally has been recognised in a hotly contested and respected award scheme."

Non-Medical, Non-Clinical Staffing Project Shortlisted For GO Collaboration Award

The Hub was named alongside several Trusts in the region for its part in the excellent collaborative work around Non-Medical, Non-Clinical staffing, in an award submission entered by Norfolk and Suffolk Community Health which has also been shortlisted in the GO Awards.

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

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