

# HUB in touch



## NHS Improvement Update

The [Purchase Price Index and Benchmark Tool \(PPIB\)](#) is now rolled out to around 100 acute Trusts with the remainder needing to complete training prior to obtaining two log-ins.

Some Trusts are yet to provide their July to September data, rebate information or contact details. This needs to be uploaded as soon as possible. Starting next month the Operational Productivity (Lord Carter) procurement team will start to ask regional NHS Improvement directors to chase Trust Boards directly for those Trusts not up to date.

NHS Improvement is exploring how to roll out the PPIB tool to remaining Trusts by April 2017. Meanwhile Trusts may join for an annual fee of £3,500 which includes two licences.

(Continues on next page)

October 2016

## NHS CPP Launches New National Clinical Staffing Framework



The Hub is pleased to announce that the new National Clinical Staffing framework agreement has been launched and will help give Trusts access to agencies that meet regulators' criteria for the "cost-effective supply" of temporary staff.

The framework was developed by the NHS Collaborative Procurement Partnership, which includes the four NHS procurement hubs working together (London Procurement Partnership, NHS Commercial Solutions and the North of England Commercial Procurement Collaborative as well as the East of England Hub) and has the approval of NHS Improvement. (Formerly Monitor.)

The contract provides access to a wide range of staff roles with charges in line with NHS Improvement's pay and charge rate caps. Pay caps for agency staff – along with ceilings on total Trust spending on agencies – were introduced last year by regulators in a bid to help control spiralling temporary staffing costs and were lowered again in February and April 2016. NHS Improvement has already credited these caps with delivering savings on agency spend of around 20% across the NHS.

The framework will run for two years and replaces the first national NHS framework for the supply of nursing and nursing-related staff, which was created in 2014 and expired in September 2016. More than 400 staffing agencies have been awarded a place on the framework and all suppliers have been audited to ensure ability to comply with NHS pre-employment check standards.

For more information on using the framework to drive best value for your Trust, please contact [chris.goody@eoecph.nhs.uk](mailto:chris.goody@eoecph.nhs.uk) or [Fiona.holliday@eoeph.nhs.uk](mailto:Fiona.holliday@eoeph.nhs.uk)

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## NHS Improvement Update Continued

Acute Trusts are starting to submit their STP plans and all of these need to be in by the end of October. Plans should be submitted to [nhsi.procprogramme@nhs.net](mailto:nhsi.procprogramme@nhs.net) and will be assessed during November and December.

These should point to the development of shared services under STP plans where it is expected that Trusts will consolidate procurement (amongst other corporate and administrative services) at a minimum of STP level. For more information, please contact [ian.white7@nhs.net](mailto:ian.white7@nhs.net) at NHS Improvement.

## Project Updates – Clinical and Non-Clinical



### Clinical Consumables Framework Tender

The Invitation to Tender has been issued for a new clinical consumables framework. The aim of the framework is to provide a single solution for a wide range of related products used in the theatre environment.

The ITT was issued on 5<sup>th</sup> September and the deadline for tenders was 14<sup>th</sup> October, with the award expected in late December 2016. The framework will include the following product areas:

- Procedure Packs
- Single Use Instruments
- Single Use and Reusable Drapes
- Single Use and Reusable Gowns
- Theatre Hats and Masks
- Surgeons Gloves
- Examination Gloves
- Patient Warming and Temperature Management
- Supply and Delivery Options

For more information, please contact:

[Carol.piggott@eocph.nhs.uk](mailto:Carol.piggott@eocph.nhs.uk)

### Theatre Surgery Consumables Framework Tender

The Invitation to Tender for the new Theatre Surgery Consumables was also issued in September 2016, with tenders due in by 8th November and the contract award expected in January 2017.



The framework will cover the following 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

The aim is to provide a single solution for a wide range of related products used in operating theatres.

For more information, please contact

[Carol.piggott@eocph.nhs.uk](mailto:Carol.piggott@eocph.nhs.uk)

### Continence Framework Update

Three Trusts in the region have directly awarded under the Continence Framework and are now in the implementation phase.

The opportunity figure for all three combined stands at around £600k savings per annum. Each Trust stands to make 20% - 25% savings on their current costs.

Benchmarking is in the process of being conducted for other Trusts within the region and is expected to yield similar percentage savings opportunities.

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East of England NHS Collaborative Procurement Hub  
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The four suppliers awarded to the framework, in ranked order, are as follows:

1. SCA
2. Ontex
3. Paul Hartmann
4. Abena

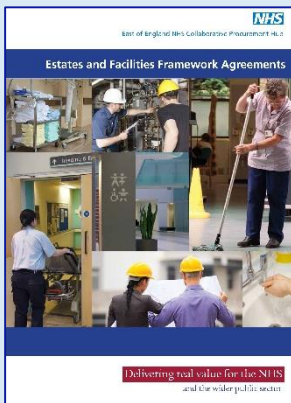
Trusts will be able to call off directly in ranked order where the framework agreement is detailed and specific enough for the authority to be able to identify the best supplier for their particular requirement, or by conducting a further competition.

The services available that are specified in the framework include:

- Bulk Delivery to a specified location
- Partial Managed Continence Home Delivery Service split between Trust and Contractor
- Fully Managed Total Continence Home Delivery Service

For more information, please contact [Matthew.Wood@eocph.nhs.uk](mailto:Matthew.Wood@eocph.nhs.uk)

## Estates and Facilities Engagement



Estates and Facilities departments can sometimes be difficult to engage with from a procurement point of view.

To help E&F managers understand the benefits of procurement, the Hub is developing an engagement plan.

Actions to date include the following:

- Development of E&F focused marketing material
- Scoping a specific legal training package in line with Carter recommendations for E&F staff

The Hub would welcome introductions with E&F staff in collaboration with Trust procurement staff.

Please contact [Helen.mason@eocph.nhs.uk](mailto:Helen.mason@eocph.nhs.uk) if you would like to discuss this further or arrange a visit from the Hub.

## DPS for Minor Building Works Case Study

A Dynamic Purchasing System (DPS) enables smaller enterprises to bid for public sector work and suppliers can apply to join the DPS throughout its life, unlike a standard framework.

The DPS for Minor Building Works was established as a compliant route to access suppliers of lower value building services and has proved to be a useful tool for a number of Trusts who are currently using it.

Benefits for Contracting Authorities:

- Shortened procurement times as advertisement in OJEU and PQQ stage have already been undertaken - no further advertisement is necessary.
- Increased competition as local providers can apply to get onto the DPS at any time during its period of validity.
- Participating organisations can develop their own specification, based on pre-developed templates, to meet their own requirements and formulate the award criteria more precisely.
- Award of individual tenders can be quicker than under some other procedures - the minimum time limit for return of tenders is 10 days.

In this particular case, the DPS agreement generally applies to minor building works projects valued up to £500,000, although some projects may exceed this value.

All suppliers who have been awarded on to the DPS had already passed the first stage, the pre-qualification questionnaire (PQQ).

## Scope

The bid categories covered under Minor Building Works DPS are listed overleaf.

Construction Work, Building Construction Work, Repair and Maintenance Services, Building Services Maintenance (M & E), Electrical Installation & Maintenance/Services, Building (General), Building Refurbishment Over



£15k, Building Repairs And Improvements (Max Notation £15k), Building (Design & Construct), Painting & Decorating

(General), Joinery, Doors, Windows (Pvcu), Glazing, Roofing, Brick And Blockwork, Tiling (Wall), Plumbing, Flooring (General), Demolition Work, Scaffolding, Asbestos Removal/Treatment, Site Clearance, Landscaping, Fencing, Building (Hospitals), Building (Multi Storey Car Parks) to include maintenance, Drainage, Fire Protection (Sprinklers), Fire Protection-Smoke Vents (Automatic), Insulation (Building), Locksmiths, Office Fit Out, Partitions, Plastering, Road Maintenance (Minor Works), Building (Prefabricated/Temporary) Supply & Install and Listed Building Work.

If you have any queries regarding the above, or how a DPS could be developed to fit a particular need you may have, please contact [stephen.evans@eocph.nhs.uk](mailto:stephen.evans@eocph.nhs.uk)

## Clinical Product Specialists Update

The Clinical Product Specialist (CPS) team has been working with new suppliers and has identified savings on a number of products.

There have been changes on the NHS Supply Chain contract for surgical stockings with a new distributor taking on a popular range. The team is working on a Trust by Trust basis to assist clinicians and procurement staff with the implementation.

A medical pulp supplier has approached the CPS team and offered regional pricing on their products for Trusts who are not in contract. The team has been carrying out a spend analysis and is working with Trusts where savings have been identified.

Safer sharps remains high on the agenda for the CPS team and savings have been identified by switching insulin pen needles.

The team has been working closely with the mental health and community Trusts across the NHS Commercial Alliance identifying savings and assisting with evaluations and implementations.

For more information, contact Clinical Product Specialist: [Pauline.totten@eocph.nhs.uk](mailto:Pauline.totten@eocph.nhs.uk) or [steve.upton@eocph.nhs.uk](mailto:steve.upton@eocph.nhs.uk)

## Pharmacy Update



### Medical Liquid Oxygen

The framework agreement for Medical Liquid Oxygen is now live and the majority of East of England Trusts have already switched over to framework pricing.

If your Trust wishes to use the framework agreement please contact [stephanie.sprakes@eocph.nhs.uk](mailto:stephanie.sprakes@eocph.nhs.uk) to request a customer access form.

### Pharmaceutical Wholesalers Framework Agreement

Our current multi-provider framework expires on 31<sup>st</sup> December 2016 and the re-tender is in progress. The new framework agreement will have a wider scope and inclusion of Ambulance Trusts.

The specification is currently being drafted and will take reference of recent developments within this market including the Carter Review and the forthcoming Falsified Medicines Directive.

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The Hub will be reviewing the contract management process and introducing regional KPIs similar to what is available for homecare services.

For more information, please contact:  
[stephanie.sprakes@eoecph.nhs.uk](mailto:stephanie.sprakes@eoecph.nhs.uk)

## Pharmacy Automation Systems

The Hub is at the market engagement stage at present and compiling the review gateway 1 and 2 to current stakeholders for agreement.

We have a baseline of what systems our Trusts already have in place and areas of interests. We will be sharing that with Trusts to validate. Potential areas of inclusion at this stage are:

- Drug cabinets - pharmacy, wards, theatres and A&E departments
- CD cabinets - wards and pharmacy departments
- Fridge locks
- Robotics - full pack and single dose dispensing
- Drug discharge carts
- Prescription Payment kiosks
- Warehouse management systems

## Prescribing Support Systems

We have started work on a new NHS Collaborative Procurement Partnership framework agreement for prescribing support systems.

The scope is currently being defined and we will be issuing a short survey out to Trusts to gather information on what systems are currently being used in their Trust setting.



Part of this project will be considering the possibility of being able to reduce and rationalise the plethora of reporting burdens currently placed on pharmacy departments. Any interested stakeholders please contact [stephanie.sprakes@eoecph.nhs.uk](mailto:stephanie.sprakes@eoecph.nhs.uk)

## Pharmacy Training

The Hub has organised two training sessions specifically aimed at our pharmacy members. The first covered Pharmacy Outsourcing and took place on 12<sup>th</sup> October.

The second session, on VAT issues in Pharmacy, takes place on 9<sup>th</sup> December. For information on times and to book, please see the Training News section.

## E-Enablement News

### Cyber Security Training for NHS Trusts



In conjunction with Intel Security (McAfee) and Bytes, the Hub has arranged a training session on IT security issues, the cyber threats posed to the NHS and how to prevent them.

All attendees to the course who are Hub members will also be eligible for a free security check. For information on dates and times, please see the Training News section. For more information, please contact [Darren.mcvee@eoecph.nhs.uk](mailto:Darren.mcvee@eoecph.nhs.uk)

## Commissioning News

NHS England recently published an article “Why population health analytics will be vital for the vanguards” setting the scene in context of the Five Year Forward View.

The article explains NHS England’s aim of setting up two new networks to support the acquisition of data, looking to the US model of putting Triple Aims at the heart of the new care vanguards. [\(Click here to view the article.\)](#)

Trusts of all sizes, including Foundation, Community, Mental Health as well as commissioners - not just the emerging model of vanguards - are being asked to do more with less. This is likely to fail unless Trusts have a clear understanding of how they provide and deliver care and where economies or streamlining can occur.

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Predictive modelling, population health analytics, cost accounting, patient flows and staff ratios are all elements that Trusts can undertake, which will provide a greater understanding of the services that they currently provide.

This level of information and awareness brings greater understanding on where efficiencies could be realised, or better practice implemented within the organisation. It may also yield improved financial benefits, increased patient throughput and other benefits such as better staff engagement and processes.

The East of England NHS Collaborative Procurement Hub was an early appreciator of this current direction and awarded a framework in 2014 to provide exactly these support services for members. Our Commissioning Services Partnership Framework provides access to a wide range of consultants and who can help deliver services.

For further information about the framework, please [click here](#) or contact [Sandra.atik@eocph.nhs.uk](mailto:Sandra.atik@eocph.nhs.uk)

## Training News

The following Hub training courses are available to book. To find out more about each event and to register, please click the links below:

**21st October 2016** (morning session)

[Cyber Security Seminar - Financial and Reputational Threats \(Intel Security\)](#)

**4th November 2016** (morning session)

[Living the contract – a practical guide to holding suppliers to the terms of contracts \(Michelmores LLP\)](#)

**11th November 2016** (afternoon session) [Procurement evaluation workshop – a practical guide to carrying out a robust evaluation \(Mills & Reeve LLP\)](#)

**9th December 2016** (morning session)

[VAT issues in the pharmacy sector \(KPMG\)](#)

For details contact [melanie.nicholson@eocph.nhs.uk](mailto:melanie.nicholson@eocph.nhs.uk)

## Other News

### NHS Network Collaboration

The Hub has commenced a piece of collaborative work involving the Academic Health Science Network and the NIHR Clinical Research Network. The group will be working together to share and collaborate our dealings with industry and jointly cross refer industry within our organisations as appropriate.

We are also working towards co-creating an exciting programme of events for industry to learn from. These will include Access to funding, Developing Clinical Research, Accessing Procurement and Getting Your Product Commissioned. This work will help support all companies in dealing with the NHS as well as new entrants to the market and SME's. For more information contact [Jessica.good@eocph.nhs.uk](mailto:Jessica.good@eocph.nhs.uk)

### Employment Law Legal Conference 2 for 1 Offer for Hub Members

Michelmores LLP, one of the suppliers on the NHS Commercial Alliance's [Legal Services Framework](#) is hosting a conference on Employment Law, to be held in London on 30th November. The cost is normally £70 per delegate, but Michelmores is offering Hub members two delegates for the price of one. For more information, [click here](#) To book contact Naomi Morris on 01392 6588688 or email [events@michelmores.com](mailto:events@michelmores.com)

### UK Healthcare Show – 28th September, Olympia



The Hub shared a stand with its NHS Commercial Alliance partner, NHS Commercial Solutions, at the Procurement in Healthcare section of the UK Healthcare show in

September, welcoming over 200 NHS staff from all over England, plus suppliers.

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

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