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## DELIVERING THE FUTURE OPERATING MODEL FOR NHS PROCUREMENT

The Department of Health’s Procurement Transformation Programme<sup>1</sup> (PTP) has awarded six new contracts for procurement service providers to purchase medical products for the NHS. As part of the drive to increase efficiency and achieve best value, the PTP will deliver a new way of procuring goods through the Future Operating Model (FOM)<sup>2</sup> for the current NHS Supply Chain.

The contracts have been awarded to three preferred bidders; DHL Supply Chain Limited (DHL), Health Solutions Team Limited (HST) and the NHS Collaborative Procurement Partnership (CPP), which will form the Medical Category Tower Service Providers for the FOM. These contracts are the next stage in the development of the FOM for the future NHS supply chain, through which all NHS organisations can purchase goods and consumables for patient care.



### REGISTER AND REAP THE BENEFITS

Become a member of the HCSPA to gain access to a variety of support tools and services.



## FOREWORD

“Welcome to the Winter edition of our newsletter. .

Hello to all taking a well earned break from the day to day to read our Newsletter, which is hopefully, packed with stories and areas of interest.

As always, Procurement and Supply Chain Teams become extremely busy at this time of year and I would ask our customers to consider discussing early, or letting teams know if you are closed, or have extra clinics to ensure continuity of supply remembering many suppliers are closed.

Over the past few months I, along with many others, have been reviewing national challenges and opportunities that really could make a massive change at Trust level with FOM getting ever closer, league tables based on data that some may question its pedigree. Change is coming and we need to have our say to ensure it is changed with us as a profession and not just done to us.

As Chief Officer of HCSA, we are a voice for the profession and we would love to hear from you to ensure we are sharing your views in the right way.

**Clients’ savings plans and delivery of robust contracts for goods and services are going well with only 3 months left until the end of the financial year, with some focus already looking over the horizon to 18/19, clearly without taking our foot off the pedal for 17/18.**

I wish you and your families Seasons Greetings and look forward to catching up in 2018.

## Alan Hoskins

Director of Procurement & Commercial Services

Please email your thoughts, comments, ideas or contributions [info@soeprocurement.nhs.uk](mailto:info@soeprocurement.nhs.uk)

Contract awards were based on assessment of the quality of response from bidders against set criteria, competitive pricing and credibility of their savings projections. The NHS played a key role in choosing the Medical Category Tower Service Providers through a team of NHS professionals (procurement and clinical specialists) who evaluated the bids to help ensure that the contracts will deliver clinically assessed, safe products offering excellent value for money. These six Category Towers will deliver savings for the NHS of over £480m in the first three years of their contract.

The Medical Category Tower Service Providers will work with NHS organisations using clinical expertise embedded within their teams to develop category management plans aimed at achieving the Carter objectives. These objectives include eliminating unwarranted variation and leveraging the huge spend of NHS Trusts to procure high quality, clinically assessed products at best value.

A central team, known as the Intelligent Client Coordinator (ICC), will assure the clinical evaluation work and will manage the performance of the Category Tower Service Providers. Innovation has not been ignored; the Providers will also be required to identify and drive innovation throughout the life of their contracts, which will involve working with the Accelerated Access Review programme<sup>3</sup> (AAR) and the Academic Health Science Networks (AHSNs).

**“NHS organisations spend around £6bn each year on the non-pay goods and products they need to run their services. At a time of financial challenge in the NHS, when the service is under pressure, it’s important that every area of the service looks to increase its productivity**

and efficiency by doing things differently. Procurement is one such area where greater collaboration has the potential to achieve excellent results.

The contracts with DHL, HST and CPP will deliver significant savings for NHS organisations for reinvestment back into NHS frontline care.

The new NHS model for procurement is driving the change by maximising the massive buying power of the NHS, for **the benefit of patients”**.

Jin Sahota, Senior Responsible Officer for PTP, Director of Supply Chain, Commercial Division, Department of Health.

Please contact [fom@dh.gsi.gov.uk](mailto:fom@dh.gsi.gov.uk) for any further enquiries including media.

#### Notes

The DH's Procurement Transformation Programme is working to implement the Future Operating Model (FOM) which will deliver the recommendations for improving procurement in the NHS outlined in Lord Carter of Coles Review – published in February 2016 [Operational](#)

#### [productivity and performance in English NHS acute hospitals: Unwarranted variations](#)

The FOM will work, as part of the NHS, to deliver clinically safe, high quality products at the best possible price through a more sustainable approach which will include more rigorous and responsive management of supplier accountability and contract strategy development.

The FOM will be complete by October 2018 and will bring large elements of procurement back into the public sector, at the same time simplifying the procurement landscape and improving responsiveness to NHS organisations.

The Medical Category Towers 'products and goods which the new suppliers will be providing include equipment and materials such as, infection control and wound care products, ward- based consumables, orthopaedics, trauma and spine, ophthalmology, rehabilitation services and radiology and audiology products.

Link to [Accelerated Access Review Programme](#)



#### CONGRATULATIONS

SoEPS are all delighted to offer Natalia and her husband congratulations on the birth of their first baby. Baby Pablo was born at 4 am on the 18th December and weighed in at 8.8 pounds.

Mother and baby are said to be doing fine, Natalia says **“He is a happy boy, (and) I am a happy mama”**

Well done Natalia, we look forward to more pics real soon!



### BIO

Charlotte Cross—Paralegal Charlotte is legally trained (GDL and LPC) and has legal experience in the private sector (personal injury).

Updates are being made to the **Contracts Finder website** to make it easier to advertise opportunities and for suppliers to find opportunities.

Some of the changes include:

- Look up facilities to allow awarded contracts to be searched by the supplier
- Greater flexibility with the contract award, start and end dates
- Search facilities to allow suppliers to find opportunities which are specifically for SMEs

On the 1st January 2018 the **OJEU thresholds** are expected to change. Exact details of the changes have not yet been published, but threshold values are usually adjusted every two years based on the average daily value of the Euro.

A **study ordered by NHS Clinical Commissioners (NHSCC)** shows that CCGs are stepping up to the next phase of commissioning in order to support better outcomes for patients, including by using new care models and increasing collaborative commissioning.

The study also sets out six 'asks' by NHSCC to support CCGs in the new commissioning landscape including an improved regulatory framework, national clarity on the policy direction for CCGs, sharing of best practice, support to commissioners at larger scales, time and resource to transform, and less burden from centralised reporting.

To view the full report, please click [here](#)

A consultation was recently undertaken by the

Department of Health on the proposed legislation changes which are considered essential as part of the **development of the Accountable Care Models Contract (ACM Contract)**, which was published in August 2017. The proposed legislation changes aim to enable the ACM Contract and new care models to operate more effectively.

For more information on the consultation please click [here](#)

A **Supplier Code of Conduct** has been introduced by the Government Commercial Function (GCF), which sets out the behaviours expected of suppliers who are delivering services on behalf of government. It is constructed upon the understanding that suppliers and government employees will build trust, collaborative relationships and treat each other with a mutual respect for the benefit of delivering services for the public.

To view the full Supplier Code of Conduct please click [here](#)

New measures are being proposed to encourage more **SME spending** following the Government's commitment to spend £1 in £3 with SMEs by 2020. These new measures include:

- Encouraging larger businesses to employ more SMEs in the supply chain by using transparency.
- Improving the visibility of opportunities available to SMEs in the supply chain.
- Making prompt payment part of the selection process for larger suppliers.

For more information please click [here](#)

Updates have been made to the statutory guidance document on **slavery and human trafficking in supply chains**. The updates aim to improve modern slavery awareness and provide guidance on reporting requirements.

To view the full guidance document, please click [here](#).

The **new Data Protection Bill** is out and will be

debated by Parliament over the next few months. The Bill will come into effect in May 2018 and will replace the existing Data Protection Act 1998.

The Bill will provide a framework for data protection alongside the EU's General Data Protection Regulations (GDPR) and it in particular aims to:

- modernise data protection law to meet the current digital economy
- support the delivery of health and care services
- fight against cyber-crime

To help organisations get ready for the new act, the Information Commissioners Office (ICO) has produced a checklist of 12 steps which can be found [here](#).

The ICO found that the Royal Free NHS Foundation Trust had **failed to comply with the Data Protection Act (DPA)** when it shared patient details with Google Deepmind for the purposes of a trial. The ICO found failures in how the data was handled and found that patients were not adequately informed about their data being used. The ICO have highlighted four lessons which NHS Trusts can learn from the case:

- It's not a choice between privacy and innovation – the shortcomings in this case were deemed by the ICO to be avoidable, the price of innovation didn't need to be the destruction of privacy rights under the DPA.
- Don't dive in too quickly – when planning new innovations a Privacy Impact Assessment should be carried out as soon as possible.
- New cloud processing technologies mean you can, not that you always should – you should consider whether the benefits of the new technology is likely to be outweighed by the data protection implications.
- Know the law, and follow it.

For more information, please click [here](#).

A consultation has been launched by the Cabinet Office to obtain views on an **updated Code of Practice for the Freedom of Information Act** (FOIA). Proposed updates include:

- Greater openness and transparency about public authorities' FOI performance
- New guidance on how to handle repeated and vexatious requests

Definitions of for example "held information"

In general, the updated Code of Practice aims to provide public authorities with clearer guidance on how to better manage their responsibilities under the FOIA.

Further information about the consultation and the revised code can be found [here](#).

An article has been published by the Government Legal Department with regards to how the risks of challenge under **Reg 72 of the Public Contracts Regulations 2015** (PCR) (modification of contracts during their term) can be mitigated for example:

- By using clear, precise and unequivocal language to draw potential bidders' attention to the fact the contract may change and what those changes may be in the OJEU notice
- By making sure there is a clear change control process in the contract covering the types of change which could occur, how the change may be instructed and paid for and how the contract may vary as a consequence
- Ensure the payment model in the contract is flexible to allow for changes to the contract price
- Make sure the specification is clear and precise and sets out what types of additional requirements may be needed over the contract term.

The full article can be found [here](#).

Some useful guidance has been provided by the European Court of Justice (ECJ) in the case of LitSpecMet UAB v Vilniaus lokomotyvu on **whether**

**a public sector owned company can be considered a 'public body'** and therefore be subject to the PCR with regard to procurements.

The ECJ found that a company which is wholly owned by a contracting authority and which carries out activities both for its owner and in the competitive market is a public body, where the activities of that company are necessary for the contracting authority to fulfil its own functions in the public's interest.

To view the full case please click [here](#)

In the recent case of **Cemex UK Operations Ltd v Network Rail Infrastructure Ltd**, the court considered the acceptance of an abnormally low tender to be a form of 'manifest error', which demonstrates that the courts are not reluctant to interfere with a contracting authority's evaluation of price where it is obviously wrong.

Another finding from the case is that when a claimant starts proceedings it should have a clear view of the basis for its claim and not use the court system to support what would otherwise be an unsubstantiated claim. This finding is beneficial to contracting authorities, as it should deter bidders from making unnecessary and unsupported claims.

To view the full case please click [here](#)

If you would like any additional information about anything discussed, please let me know. Hope you all have an excellent Christmas and New Year!

To read the full case, please click: <http://bit.ly/2v7Q2o6>

6. A **new personalised health and care framework** has been published by NHS England. The aim of the framework is to provide best practice advice and practical guides to "support progress with

Integrated Personal Commissioning (IPC) and **personal health budgets (PHB)**".

The framework also aims to help CCGs move powers and decision-making away from the institution and towards the recipient of care in accordance with the *Five Year Forward View*.

For more information on the framework, please follow the link: <http://bit.ly/2eNqmWZ>

7. The Government has published its **plans to protect patient sensitive data and strengthen cyber security in its response to the CQC's review** entitled *Safe Data, Safe Care* and the National Data **Guardian's review of Data Security, Consent and Opt-outs**.

Some of the plans include:

- Adopting and promoting the National Data **Guardian's ten data security standards and the CQC's data security recommendations**.
- Redesigning the Information Governance Toolkit
- Giving patients and the public more access to and control over their personal data.
- NHS Digital will broadcast alerts about cyber threats, provide a hotline for dealing with incidents, carry out on-site assessments to mitigate against cyber threats and share best practice across the health sector.

The May 2017 WannaCry cyber attack in particular has underlined the need for NHS organisations to implement robust data security standards. The Chief Information Office of health and social care has started a lessons learned review following the attack, which is due to be reported in October 2017.

In light of these events please ensure all your agreements with supplier which involve the sharing of data or access to the Client's network are reviewed by our legal department and the information governance manager on your organisation.

For more information, please follow the link: <http://bit.ly/2tTwosD>

*Merry Christmas to you all !*





## WELCOME TO SIMON

Simon Farr joined SoEPS from his previous role as a Senior Procurement Manger (Surgical and Anaesthetics) with the Bradford Teaching Hospitals NHS Foundation Trust in September 2017.

He is MCIPS qualified and has a wealth of experience in NHS procurement having been in the NHS since March 2008 prior to this time he worked in procurement in the Private Sector.

Simon has joined the Procurement team supporting Health Education England (HEE) and is based in Leeds, supporting HEE clients predominantly in the North and Midlands.

Kevin Green, Head of Procurement commented " Simon has been a significant addition to the team bring a vast knowledge of procurement experience".

## CIPS CORPORATE AWARD FOR NHS IS A PROCUREMENT AND SUPPLY LEARNING PROGRAMME



The CIPS Corporate Award for NHS is a procurement and supply learning programme that has been designed to incorporate terminology, practices and unique challenges specific to the NHS.

The programme is delivered using different learning methods including practical assessed assignments, interactive workshops and live business projects to make learning relevant.

There are two levels – Practitioner and Advanced Practitioner. The successful completion of Practitioner level results in Diploma membership of CIPS. Successful completion of the **Advanced Practitioner level results in full membership (MCIPS), subject to three years' experience in a responsible procurement role.**

It takes two and a half years to complete both levels with an average of 100 hours of self-study per level. Within each level there are several modules, each comprising two face-to-face training days and coursework based on real issues encountered by NHS staff.

Click [here to download](#) information sheet

Phone: +44 (0)1780 756777

Email: [anita.hicks@cips.org](mailto:anita.hicks@cips.org)

Website: [www.cips.org/syndicated-corporate-award](http://www.cips.org/syndicated-corporate-award)

## THAMID USES BONE MARROW TO SAVE LIFE



The Provider Team are proud to announce that as well as achieving Team Member of the Month in December, Thamid Alim has also helped to save the life of a young woman battling Leukaemia by donating his bone marrow.

The procedure takes approximately 1-2 hours and involves penetrating the pelvic bone with a fine needle and suctioning out the bone marrow under a general anaesthetic.

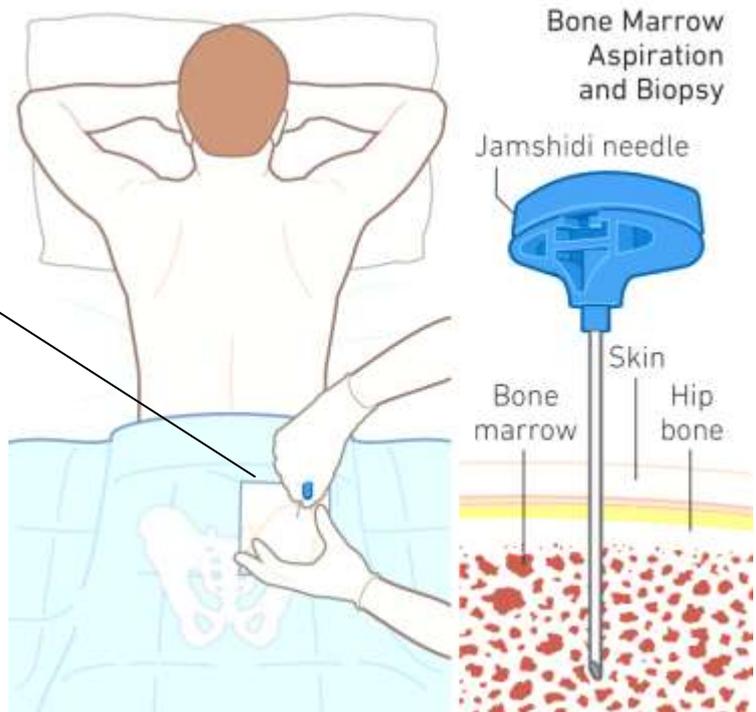
**Thamid explains: "I wanted to donate my bone marrow due to the battle that I face living with Crohn's Disease. Doctors and nurses have given me the opportunity to be where I am today. Without them, I would not have excelled in my career, education and life.**

*After undergoing a life threatening operation during Christmas 2009, my condition became controlled, resulting in a Christmas and New Year to look forward to with goals, aspirations and the ability to live a normal life. It has made me realise that life is important, which is reflected in my passion for working for the NHS as I want to help people. Donating bone marrow will give someone the same opportunity that I had and hopefully allow them to excel in their own life, wherever their passions may lie.*

*It feels good that I have donated bone marrow, however it feels even better knowing that an individual has the opportunity to add value in the society we live in. I am lucky enough to also meet the individual at some point next year, in the meantime let us all hope that she has a speedy recovery and a Christmas to look forward to with her family!"*



Bone marrow is the flexible tissue in the interior of bones. In humans, red blood cells are produced by cores of bone marrow in the heads of long bones in a process known as hematopoiesis.



To find out more about bone marrow donation, please visit:- [www.nhsbt.nhs.uk/british-bone-marrow-registry/how-can-i-help/](http://www.nhsbt.nhs.uk/british-bone-marrow-registry/how-can-i-help/)

## NEW CHAIR FOR THE GS1 UK HEALTHCARE USER GROUP

Jackie Pomroy, Head of Supply Chain at NHS South of England Procurement Services will take over from Dr Virginia Minogue, Research lead Commissioning Strategy Directorate NHS England

GS1 UK are pleased to announce that Jackie Pomroy will be taking over as Chair from October this year. Jackie follows **in the footsteps of Dr Virginia Minogue who'll be stepping** down as her current role in NHS England comes to an end. Jackie has been working with GS1, MHRA and numerous suppliers since 2012 – encouraging suppliers to the NHS to engage and implement GS1 standards. This puts her in a great position to take over from the invaluable role Virginia has played in the HUG.



**We'd like to thank Virginia for her time and dedication to the group and we look forward to continuing its great work with Jackie as Chair.**

The Healthcare User Group is responsible for driving understanding and best-practice application of GS1 standards across the healthcare industry

The Healthcare User Group (HUG) is made up of invited senior representatives from healthcare trade associations, providers, suppliers, solution and service companies and other related organisations. The group is chaired by Jackie Pomroy, from NHS South of England Procurement Services

The objectives of the group are:

- To actively support and accelerate the adoption of GS1 standards throughout healthcare, by sharing learnings and best-practice solutions from local implementations
- To help healthcare providers comply with Unique Device Identification (UDI) and Falsified Medicines Directive (FMD) regulations
- To identify and review opportunities that enhance efficiency and patient safety
- **To provide feedback and advice on GS1 UK's healthcare plans and activity**
- To act as the UK point of contact for the GS1 Global Healthcare Group, and to provide feedback to the GS1 Global Standards Management Process

The group delivers:

- Education, advice and news on how best to implement GS1 standards across the UK healthcare sector, achieving optimal value for the NHS in terms of efficiency and patient safety
- Implementation support and compliance guidance for UDI and FMD regulations

Want to know more?

For more information contact [Claire Clarke](#) at GS1 UK.

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# SOEPS CHRISTMAS & NEW YEAR HOURS

## SOEPS - CHRISTMAS 2017 AND NEW YEAR WORKING HOURS

	Mon 18th Dec	Tue 19th Dec	Wed 20th Dec	Thu 21st Dec	Fri 22nd Dec	Mon 25th Dec Bank Holiday	Tues 26th Dec Bank Holiday	Wed 27th Dec	Thu 28th Dec	Fri 29th Dec	Mon 1st Jan 2018
Procurement Team Hedge End	As normal	CLOSED	CLOSED	As normal	As normal	As normal	CLOSED				
Supply Chain Teams Portsmouth, & IOW	As normal	CLOSED	CLOSED	As normal	As normal	As normal	CLOSED				
NHS Supply Chain Inputting days for delivery as below	As normal	No Input	No Input	As normal	As normal	As normal	No Input				
NHS Supply Chain Delivery days against above Inputting						No Deliveries	No Deliveries				No Deliveries

### Emergency Mobile Telephone Contact Numbers

Neil Routledge	Head of Procurement (Provider)	07951 576411
Jackie Porrooy	Head of Supply Chain	07534 985032
Keith Myhill	Head of Procurement (commissioning)	07825 256668
Kevin Green	Head of Procurement (Commissioning)	07823 533557
Alan Hoskins	Director of Procurement and Commercial Services	07774 443661

Please note the above contacts are for use in an emergency only during the Christmas period. No staff members are on call, but will answer the phone if they are available.

Smart casual dress code on 21st, 22nd, 27th, 28th and 29th December 17

Please note orders being placed through SBS either as Catalogue or Non Catalogue requests may incur longer delivery times due to Suppliers Christmas Closedown. Please bear this in mind and allow extra time for delivery of the goods required to ensure you have adequate stocks to cover the Christmas Period. Late orders may not be received until after the Suppliers Christmas closedown, which can be for up to 2 weeks in some cases. Contact your supplies contact to discuss any specific requirements



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