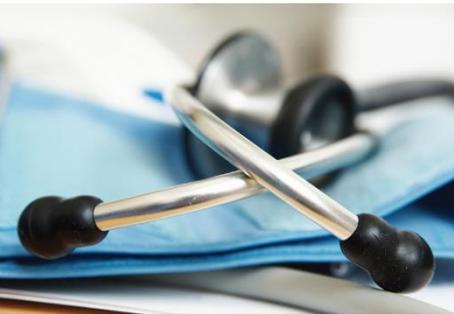


HUB in touch



Future Operating Model Update Briefing

Hub CEO David John and Procurement Director Howard Rolfe attended a briefing by the Department of Health (Business Services Authority) on the Future Operating Model.

The presentation was divided into the following categories: Intelligent Client Co-ordination; Logistics; Transactional Services; Technology Infrastructure and Procurement Category Towers.

Currently there are three non-clinical and eight clinical Towers planned, but this could change. The new model is intended to be in place by 2018 with a gradual migration from 2016.

Clearly this is a substantive change and we will keep our customers updated as the process and detail is confirmed.



Merry Christmas and Happy New Year from everyone at the Hub!

Hub to host three major conferences to address key issues affecting the NHS



The Hub is hosting three major NHS conferences in 2016, covering topics of key importance to wide range of NHS organisations. Each conference takes place within our region, but attracts attendees, speakers and suppliers from all over the country, reflecting the importance of each topic to the NHS.

All events are FREE to attend for NHS staff, but advance registration is required. Click on the conference title for more information on each event and to book. Please circulate this information to anyone in your organisation to whom these events may be relevant.

[NHS Legal Services Conference 2016 – Stansted Airport Hilton Hotel – 20th January](#)

This conference provides an opportunity to meet the legal firms on our Legal Services Framework and hear about some of the major legal issues affecting the NHS, including: Commercialisation and New Revenue Stream Generation, Legal issues facing Estates and Facilities and Legal Issues around the Integration of Social Care.

[NHS Pharmacy Procurement Conference – Newmarket Racecourse - 8th March](#)

The NHS Pharmacy Procurement Conference 2016 will give NHS Trusts and pharmacy suppliers the chance to find out about the latest developments within pharmacy procurement and also share opinions and network with other stakeholders.

[NHS Temporary Staffing Conference 2016 – Newmarket Racecourse - 20th April](#)

This national conference – the 5th of its kind to be hosted by the Hub - is shaping up to be the biggest of its kind as Trusts seek to explore better ways to bring their agency spending under control in the light of agency caps and other financial pressures.

For more information, contact Melanie.nicholson@eocph.nhs.uk or [click here](#) to download a flyer about the three conferences.

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Staff Changes

The Hub's Assistant Director of Procurement, Liam Robinson, is leaving to take up a new role as Commercial Manager at Colchester Hospital University NHS Foundation Trust.

We would like to thank Liam for his contribution to the Hub and wish him well in his new job. Going forward, Rachel Naylor will be heading up Non-Clinical and Carol Piggott will lead on Clinical projects.

The Hub has welcomed Fiona Holliday to the team as Procurement Project Manager for the agency staffing category. Fiona has a degree in Law and joins us from Crown Commercial Services, where she was category manager for cloud and digital services. Prior to that, she worked for UK Power Networks in its capital procurement programme.

Project Updates



New Continence Framework Awarded

The new Continence Framework agreement went live in November 2015 and will run until 31st October 2018, with two one-year extensions available.

The five suppliers awarded to the framework, in ranked order, are as follows:

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

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

The priority is to get the Community Trusts who are using an old framework to transfer to the new one, however benchmarking work can be done for any Trust that may wish to explore the use of the framework. For more information, please contact Matthew.Wood@eocph.nhs.uk

Analysis and Reconciliation Retender



Following the huge success of the current Analysis and Reconciliation framework agreement, which has delivered savings worth around £9million, a new framework is being

tendered. The retender includes two new additional activity Lots, namely Water and Contract Compliance.

The Invitation to Tender has been published and the date for return of tenders is 23rd December 2015.

Evaluation of offers received will commence on 4th January and contract award is anticipated to take place mid-February 2016.

If any Trust is currently working with a supplier who is not on our current framework, it may be worth alerting them to the opportunity to submit an offer before the deadline, if they have not already done so.

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For more information, please contact Stephen.evans@eocph.nhs.uk

Agency Staffing Caps and New Tender Information

Following public consultation, Monitor and the TDA have implemented pricing caps on hourly rates for all agency staff groups. Rules and supporting documentation can be found [here](#). This was effective as of 23rd November.



Monitor and TDA held the first in a series of public webinars on 14th December to discuss the recent Monitor price caps, offering practical advice on implementation.

They have provided a number of resources to assist Trusts with compliance which can be found on their website. <https://www.gov.uk/guidance/rules-for-all-agency-staff-working-in-the-nhs>

These include a diagnostic tool, rules on agency spend, rate calculator and rules regarding approved frameworks. You can listen to a recording of the first webinar (held on 14th December) and also view a list of published FAQs by clicking here: <https://www.gov.uk/guidance/rules-for-all-agency-staff-working-in-the-nhs>

In order to support Trusts in implementing these rules, the NHS Collaborative Procurement Partnership (NHS CPP) is completing two work programmes:

- 1) Providing existing national nursing framework suppliers with an opportunity to amend their pricing in line with Monitor caps for November 2015 and February 2016.

We have written to all current framework agencies on the NHS CPP Nursing Framework offering them the opportunity to amend their pricing in line with the Monitor caps. Initial feedback has been positive and the NHS CPP is in the process of updating the rate cards for trusts to utilise the revised pricing.

- 2) Launching a new NHS CPP Clinical Staffing Framework May 2016. The new Clinical Staffing Framework is expected to be awarded in May 2016, and it will support the new capped rates. This framework will cover all clinical staffing categories – nursing, doctors and AHP/HSS - as discussed at our bidder's day in October 2015.

As framework owners we will continue to work with Monitor and the TDA to ensure that current and future staffing frameworks comply with the regulatory requirements placed on NHS organisations.

All procurement hubs in the NHS Collaborative Procurement Partnership will continue to provide category support to Trusts using our current national nursing framework.

For further information about agency staffing, please contact Fiona.holliday@eocph.nhs.uk

Raising Transparency of Pricing for Total Hip and Total Knee Replacements

The Royal National Orthopaedic NHS Trust has been commissioned to deliver the "Getting it Right First Time Orthopaedics Clinical Delivery Programme" on behalf of the Department of Health.

As part of this work, Professor Tim Briggs sent a letter to all acute Trusts in June 2015 and visited 120 Trust to discuss the subject of Raising Transparency of Pricing for Total Hip and Total Knee Replacements.

The conversations highlighted a potential significant variation in the cost of Hip and Knee replacement Implants between Trusts.

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As part of the initiative, Sir Tim worked with NHS Supply Chain and the Business Services Authority to look at NHS Supply Chain data to identify the

price range paid for the prostheses and equipment for three different Orthopaedic procedures.

These include:

- Cemented Primary Total Hip Replacement
- Uncemented Primary Total Hip Replacement
- Cemented Primary Total Knee Replacement

He stressed how important it was for consultant orthopaedic workforces, senior managers, clinical directors, as well as Procurement staff to be aware of the existence of variation in pricing and understand the variables which contribute to this.

The Hub has compared the prices being paid by Trusts in the East of England who have awarded under the NHS Collaborative Procurement Partnership Total Orthopaedic Solutions Framework to this national average.

We are pleased to announce that all Trusts are paying less than the minimum stated, in some cases up to 10% lower. This helps demonstrate what can be achieved through rationalisation and standardisation across Trusts portfolios and a collaborative approach.

For more information on the Total Orthopaedic Solutions framework, please contact:
Helen.mason@eocph.nhs.uk

Total Orthopaedic Solutions

Bring sound business sense and contract compliance to your orthopaedics supply without compromising patient care.



Commissioning Partner Framework Update



The Hub's Commissioning Services Partner Framework offers significant benefits for anyone involved in providing health care services or commissioning.

It has been designed to support Acute Trusts, CCG, Local Authorities and other Providers in the Health & Social Care co-commissioning arena and community services provision landscape.

A number of Trusts are already successfully benefiting from the framework agreement.

The partners on the framework include Attain, GE Healthcare Finnamore and The Consultation Institute, all of whom are renowned and innovative providers in the health and social care arena. As a reminder of what is included, the Lots are as follows:

Lot 1: Commissioning and Procurement Partner (Supported by Attain)

Lot Two: Engagement and Consultation (Supported by The Consultation Institute)

Lot Three: Strategic Care Pathway Redesign (Supported by GE Healthcare Finnamore.)

Spotlight on Framework Partner Expertise – Lot 3

Over the coming months, the Hub will be spotlighting a number of areas where our commissioning partner companies have special expertise, identifying the services available and the benefits they provide.

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In the first of these spotlights, the Hub is highlighting Lot 3, supported by GE Healthcare Finnamore, which includes the following areas of Strategic Care Pathway Design:

- Partner
- Transformation of Services
- Complex Service Redesign
- Consultation
- Management Engagement
- Legislative Requirements of Commissioners



The Hub has published a case study by GE Healthcare Finnamore on Transforming Urgent Care, Non-Elective Patient Flow and Operational Performance. To view the case study [click here](#). (GE Healthcare Finnamore is the sole provider for Lot 3 of the Commissioning Partner Framework.)

Further information on the case study and 'A Practical Approach to Transforming Emergency Care, Non-Elective Patient Flow & Operational Performance' can be found by [clicking here](#).

For more information on this or the Commissioning partner framework as a whole, contact Sandra Atik, Head of Purchased Healthcare Procurement, on 07983 339079, Sandra.atik@eocph.nhs.uk

Case Study: Acute Hospital Cost Savings by GE Healthcare Finnamore

Achieving cost savings within a Trust is essentially about improving performance, but with reduction in cost as the planned outcome. Currently, the biggest challenge for Trusts is reducing the amount of that money flowing to agency staff and suppliers.

GE Healthcare Finnamore has helped support a number of Trusts in this endeavour and their approach has been summarised in a case study which can be viewed by [clicking here](#).

Among the Trusts which GE Healthcare Finnamore has assisted include Barking, Havering and Redbridge University Hospitals NHS Trust.

GE Healthcare Finnamore helped the Trust develop a capacity based strategy, with the use of its 'Hospital of the Future' tool. The aim of this work was to provide a stable base of operations on which the Trust could depend. The assistance helped it move from one of the worst performing A&E Trusts to the top third, whilst improving length of stay.

For further information contact:

Sandra.atik@eocph.nhs.uk

Clinical Product Specialists Update



The Clinical Product Support team (CPS) continues to meet with suppliers to identify savings on switching consumables across Trusts.

Suppliers are now working closely with the CPS team in arranging regional pricing on a number of products. This benefits Trusts as they see savings immediately rather than waiting for a retrospective rebate.

This quarter has seen a number of switches implemented in Trusts, resulting in up front savings. Some of the consumables switched are adhesive tape, scrub brushes, continence sheaths, lubricating gel and ultrasound gel and also super absorbent pads. These switches have been implemented following table top evaluations and clinical evaluations.

The CPS team continues to attend procurement review groups and safer sharps groups in both the acute and community setting.

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The team is available to work with Trusts on projects where clinical procurement support is required.

For more information, please contact:

Pauline.tottlen@eocph.nhs.uk or

steve.upton@eocph.nhs.uk

Customer Engagement

The Hub continues to meet regularly with stakeholders to discuss how we can best support their procurement needs.

Hub staff meet customers within their own Trusts and members are also welcome to come and see us at our offices in Fulbourn, Cambridge.

The most recent Hub members to visit were the procurement team from Cambridge University Hospitals NHS Foundation Trusts, headed by Associate Director of Procurement and Supply Chain, Ian Hooper, who visited on 14th December.



Cambridge University Hospitals Procurement Team meeting Hub staff at our Fulbourn office.

If you would like to visit the Hub to discuss any aspect of our services, or would like one of our senior procurement team to visit you, please contact howard.rolfe@eocph.nhs.uk

Training News



New Suppliers Hub Training Programme in 2016

The Hub is currently putting together a new training programme for next year.

We are pleased to report that next year's programme will feature several new providers, including leading legal firms from our Legal Services Framework, who have never run training for us before. This will bring a fresh perspective and further expertise.

The full programme for 2016 will be published in late January.



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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