

HUB in touch



Hub Celebrates its 10th Anniversary!

The East of England NHS Collaborative Procurement Hub celebrated its 10th anniversary in April 2017 and the culmination of a decade in which over £180 million has been saved for our NHS members in the region and beyond.

The Hub continues to support its provider and commissioning customers with strategic procurement expertise as well as contract management and commercial skills.

The organisation has become a leading figure on the NHS procurement landscape and works closely with the Department of Health, other procurement organisations and its members to achieve the goal of delivering savings for the NHS which can be reinvested in patient care.

May 2017

Hub Savings Figures Top £10.4 million for FY 2016/17



Annual Savings Figures

Savings were 11% higher than last year at nearly ten and a half million pounds (£10.48m). All Hub customer categories benefited, with one Trust saving well over a million pounds.

Savings were also consistent across the three categories of Clinical, Non Clinical and Pharmacy. We have not included Agency savings in the total and will send out a separate report to highlight your savings in this category.

As ever, savings only tell part of the story and the FY 2016/17 was another year in which the Hub delivered a broad range of additional benefits to customers.

New Members

We are delighted to report that Luton and Dunstable NHS Foundation Trust and Southend University Hospital NHS Foundation Trust have joined the East of England NHS Collaborative Procurement Hub and we look forward to working closely with both Trusts and their STP regions.

Sustainable Transformation Plans

The Hub is starting to work with STP groups and there is clearly an expectation and an opportunity to deliver aggregated savings. We are pleased to announce that Rachel Naylor will be returning to the Hub from maternity leave in June and will be focussing on working with customers to deliver this agenda.

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Project Updates



Dynamic Purchasing Systems

The Hub hosted a successful stakeholder event on 12th April, the purpose of which was to present the process around the operation of three Estates and Facilities Dynamic Purchasing Systems that are available for:

- Building and Engineering Maintenance Services (BEMS)
- Construction Consultancy Services
- Minor Building Works

If you would like to know more about these Dynamic Purchasing Systems or request a copy of the presentations for the above event, please contact stephen.evans@eocph.nhs.uk

A similar stakeholder event in conjunction with Health Education England took place on 5th May to present the new **Apprenticeship Training Providers DPS** which went live on in April.

The London Procurement Partnership (LPP) is currently evaluating round three of the DPS and new suppliers are likely to be added very soon. LPP's data team is currently developing an online tool which Trusts can use to find suppliers.



The Hub is also in the process of putting together a user guide which will explain the further competition process.

Before releasing the supplier list, an access agreement form will need to be signed and returned to us. Contact helen.mason@eocph.nhs.uk for further information and a copy of the access agreement form.

Private and Overseas Patient Income Under Recovery Framework

Following on from the information published in the last edition of our newsletter, the OJEU notice for this framework will be issued in the second half of May, with award due in the summer. It is anticipated that the framework will contain three separate lots:

Lot 1 Private and Overseas Patient Audit Services.

Lot 2 Private and Overseas Patient Support Services, enhancing local provision.

Lot 3 Outsource Service Provision – Management of Private and Overseas patient income recovery services.



For further information, please contact: stephen.evans@eocph.nhs.uk

Secure Deletion of Data and Subsequent Disposal of Redundant Information and Communications Technology Equipment.

The Hub, on behalf of North Essex Partnership NHS Foundation Trust (NEPT) and South Essex Partnership NHS Foundation Trust (SEPT) collectively now known as Essex Partnership University Foundation Trust, was commissioned (as part of the merger) to project manage a procurement process to deliver a contract for the provision of Services for the Secure Deletion of Data from and Subsequent Disposal of, Redundant Information and Communications Technology.



The scope includes the option, where possible, of collection and removal of hardware for refurbishment and subsequent resale in accordance with all current recognised and relevant statutory regulations and Trusts can expect to receive a percentage of the resale value.

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Why have an agreement?

The need to have formalised arrangements such as this is due to the increased reliance on electronic storage systems coupled with the use of disposable media, resulting in data disclosure becoming a major risk in the operation and decommissioning of media through formalised contracted arrangements.

There have been many instances of sensitive information being disclosed through the purchasing of second hand equipment, many of which have been criticised in the national press. In order for public sector organisations to avoid a similar fate, it is necessary that an assured process for data and equipment destruction is followed.

What are the Benefits?

- **On-site data destruction to the most secure standards:** In accordance with all current legislation and regulations, particularly with the strengthened laws surrounding protection of data. GDPR Regulations come into force next year with massive fines for data breaches (up to 2-4% of global turnover).
- **Generation of Revenue:** A high percentage of equipment is reused, so this equipment is remarketed on the Trust's behalf and a significant percentage of the revenue generated can be paid back to the Trust.
- **Transfer of Liability:** At the point of asset sign over, the service supplier accepts full liability for both the data and the asset and each data asset becomes insured to a significantly high value.
- **Full WEEE compliance:** The service supplier is fully ISO14001 compliant and aims to operate a 0% to landfill policy.
- **KPI's:** Development of localised unique performance criteria measures.

De-regulation of the Water Market

As previously notified in our last newsletter, Crown Commercial Services (CCS) was planning to run a further competition against its new Water Framework Agreement (RM3790) in May 2017.



The e-auction is now planned for June/July, therefore if members have not yet registered their interest in being involved in the auction process by completing the CCS supply data collection template and submitting it direct to CCS or via the Hub, they should do so by the end of May in time to be included in the competition.

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

Clinical Consumables Framework Agreement

The Hub is currently carrying out benchmarking with Trusts to identify savings opportunities available as a result of this framework, which went live earlier this year.



The Hub is also working on further competitions under Lot 1 (procedure packs) on behalf of Trusts as required.

For further information about this framework, please contact: Nawaz.habib@eocph.nhs.uk

Hearing Aids Savings Opportunity

The Hub has negotiated an additional discount for member Trusts by using the NHS Supply Chain framework. This is on top of other savings which Trusts may already be getting.

The potential savings are worth £100k across the region against a £4m spend.



Please contact nawaz.habib@eocph.nhs.uk for further information about the opportunities.

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Haemodialysis and Continual Renal Replacement Therapy Framework

The existing framework agreement for haemodialysis has been extended for 12 months after the initial two year period ended in March 2017. The contract will now run until March 2018.

Some suppliers have improved their pricing, which will enable many Trusts to make savings. One Trust in our area has already made a saving of £18k as a result.

The Hub will be sending out revised pricing information and can carry out benchmarking and a savings analysis if members send us their last 12 months' of spend data.

Please contact nawaz.habib@eocph.nhs.uk for further information.

Theatre Consumables Framework Agreement

The NHS Collaborative Procurement Partnership (NHS CPP) framework for theatre consumables went live in May 2017. Trusts are requested to send usage data for their last 12 months' spend on theatre consumables. The Hub will carry out benchmarking and identify savings opportunities.

For further information, please contact: nawaz.habib@eocph.nhs.uk

Commissioning Partner Framework News

Rhion Jones, Programme Director of the Consultation Institute - one of the Hub's Commissioning Framework partners - was awarded the Jonathan Street Lifetime Achievement Award at the Association of Healthcare Communications & Marketing (AHCM) for his long standing contribution to healthcare communications.

Presenting the Lifetime Achievement Award in March 2017, AHCM Chair Lynda Scott said: "Rhion is the kind of person who's passionate about communications and engagement, he's persistent and tenacious and we love him for it." [To read the full story, click here](#)



The Consultation Institute's services are available under Lot 2 of the Hub's Commissioning Partner Framework. For more information on the Framework click [here](#) or contact sandra.atik@eocph.nhs.uk

Pharmacy Update



Pharmacy Automated Systems Stakeholder Event

NHS Trusts are increasingly seeking to optimise medicine management processes to reduce the cost of administering medicines in hospitals and reduce error rates, while at the same time increasing the time available to clinical staff for patient care.

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



Above: The Hub's Stephanie Rose addresses delegates.

The Hub is at the forefront of this market and organised the NHS's first stakeholder event of its kind whereby industry suppliers and NHS staff met together to agree procurement strategies and discuss how suppliers could collaborate to meet the needs of NHS customers. This agenda has been heavily driven by the Lord Carter recommendations to work towards increasing efficiencies within Trusts and automation has the potential to play a key part.

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Over 100 stakeholders including Chief Pharmacists and other senior NHS pharmacy staff from all over our region and other areas as far afield as Dorset and the Midlands attended the event, which took place at Newmarket Racecourse on 4th April 2017.

The feedback was universally positive and a new stakeholder group has arisen out of the event which will assist the Hub in developing strategies to maximise the potential for this market through procurement.

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

Human Albumin and Anti-D Immunoglobulin

The Commercial Medicines Unit has awarded a new 12 month national framework for the Supply of Human Albumin and Anti-D Immunoglobulin. This has been an important piece of work to ensure product volumes are available into the market to meet demand, especially with recent supply issues that have been experienced.



It is clear that this is a challenging market due to the huge increases in demand for albumin in other countries (especially China) with products commanding a much higher price in these markets.

The Hub's Pharmacy Lead, Stephanie Rose, is currently working with Trusts to implement this framework agreement, so for further information please contact stephanie.rose@eocph.nhs.uk

Insulin Pumps

The Hub has started work on the re-tender of its Insulin Pump Therapy Framework Agreement which has already provided significant savings to customers and enabled us to successfully manage a complex, high value market that covers primary and secondary care.

If you are interested in forming part of the stakeholder group for the retender and shaping this procurement please contact jessica.good@eocph.nhs.uk

Clinical Product Specialists (CPS) Update



Product Standardisation: The CPS team continues to work with NHS Supply Chain (NHS SC) and Trusts on the standardisation of clinical consumables, with support being offered to compare and save documents. Due to the nationally procured pricing NHS SC is delisting products and suppliers and the CPS team is working with Trusts to limit the impact this will have.

Nitrile Exam Gloves: 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. The mini competition being run by NHS SC was delayed.

Comparable pricing is also being examined on the new CPP theatre consumables framework against direct supply, which is now available.

Ambulance/Acute Project: The work plan around this project continues to develop with additional consumables being added for consideration.

This piece of work is initially being piloted in Cambridge University Hospital and Princess Alexandra Hospital, but if efficiencies can be achieved, the Department of Health, supported by the Clinical Reference Board,



expects these initiatives to be rolled out to all Trusts.

The first phase of the project on ECG electrodes is on track for implementation in May 2017.

For more information please contact either:
pauline.totten@eocph.nhs.uk or
steve.upton@eocph.nhs.uk

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Training and Events News



NHS National Temporary Staffing Conference 2017 Welcomes Record Attendees

The Hub hosted its 6th and largest national conference on the subject of temporary agency staffing on 22nd March 2017 and over 300 stakeholders and suppliers from all over the country attended.



Above: Hub stand at the conference

The conference discussed the key issues around driving down costs associated with agency staffing and sought to share best practice.

The event included a high quality agenda with speakers from NHS Improvement, NHS Trusts, NHS Employers, KPMG, legal firms and key industry bodies. There were also 50 framework supplier stands at the event.



Above: Dominic Raymont of NHSI addresses the conference.

For more information about agency staffing issues, please contact either chris.goody@eocph.nhs.uk or fiona.holliday@eocph.nhs.uk

Hub Legal Training Programme 2017

The Hub has already hosted a number of legal training sessions in the first part of this year and further training opportunities will be announced soon. The following seminars are available to book now:

[A Refresher on the Light Touch Regime, Commissioning Rules and How They Impact on Providers.](#) **Wednesday 13th September 2017, 9.30am to 12.30pm.**

[The Use of Subsidiary Models for the Delivery of Pharmacy Services,](#) **Tuesday 10th October 2017, 9.30am-12.30pm**

[The Use of Subsidiary Models for the Delivery of Estates and Facilities Services,](#) **Tuesday 10th October 2017, 12.35pm-4pm**

National Healthcare Conferences 2017

The Hub will be having stands at two major healthcare conferences in 2017, alongside its NHS CPP partners.



These events include P4H (Procurement for Health) at the NEC in Birmingham in July and The Procurement in Healthcare Show at London Olympia in September.



Both shows are free to attend for NHS staff. To register your place, click the links below:

[P4H \(Procurement for Health\) – 13th July 2017](#)

[The Procurement in Healthcare Show – 27th Sept 2017](#)

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

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