

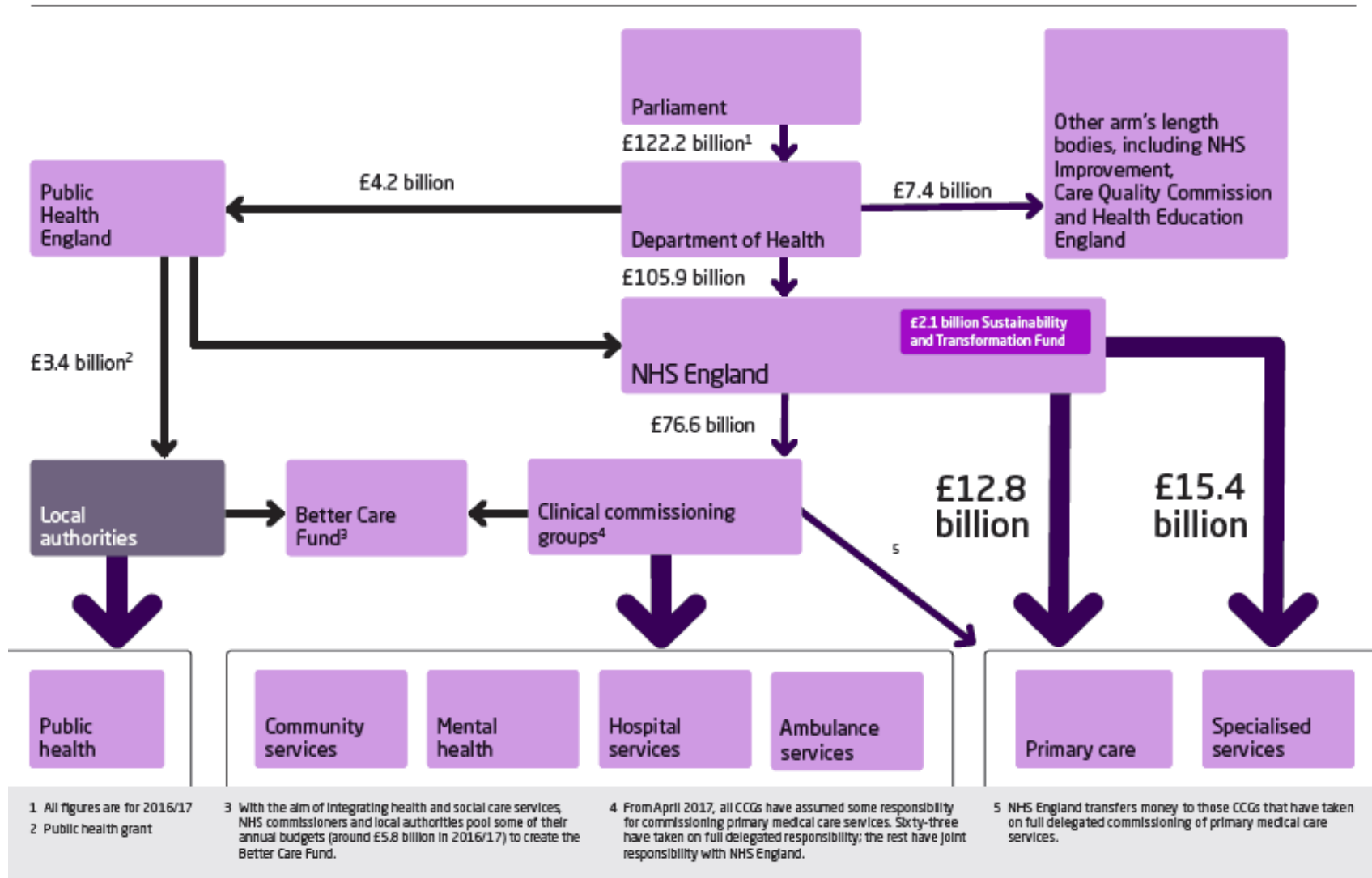


Department  
of Health

# Selling to the Department of Health

24 November 2017

Rachel Berrisford, DH SME Champion and Head of Procurement Policy and Systems

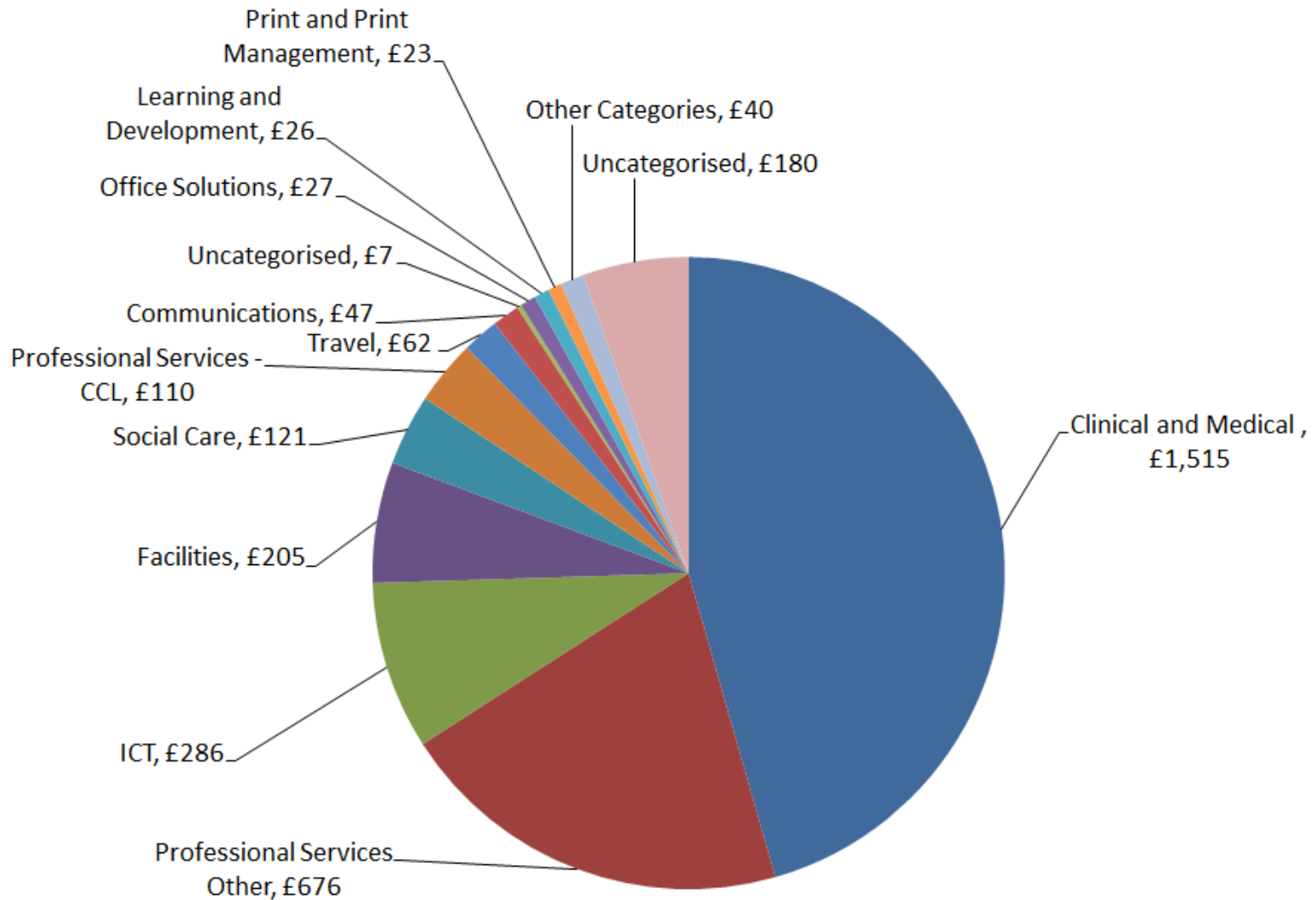


<https://www.youtube.com/watch?v=DEARD4I3xtE&feature=youtu.be>

# The DH Group (Core Department, ALBs, Executive Agencies)

Business Unit	2016/17	
	Procurement Spend	
<b>DH Group</b>	<b>£</b>	<b>3,324,117,488</b>
Department of Health - Core Department	£	564,509,381
Care Quality Commission	£	50,792,234
Health Education England	£	26,096,573
Health Research Authority	£	3,506,025
Human Fertilisation & Embryology Authority	£	2,023,038
Human Tissue Authority	£	878,535
Medicines and Healthcare Products Regulatory Agency	£	58,553,024
Monitor	£	12,021,249
National Institute for Health and Care Excellence	£	34,691,442
NHS Blood & Transplant	£	128,061,188
NHS Business Services Authority	£	75,975,783
NHS Digital	£	147,948,559
NHS England	£	2,031,803,670
NHS Resolution	£	14,445,205
NHS Trust Development Authority	£	13,157,131
Public Health England	£	159,654,452

# What we buy (2016/17 procurement spend in £m)



# How we buy – key procurement routes

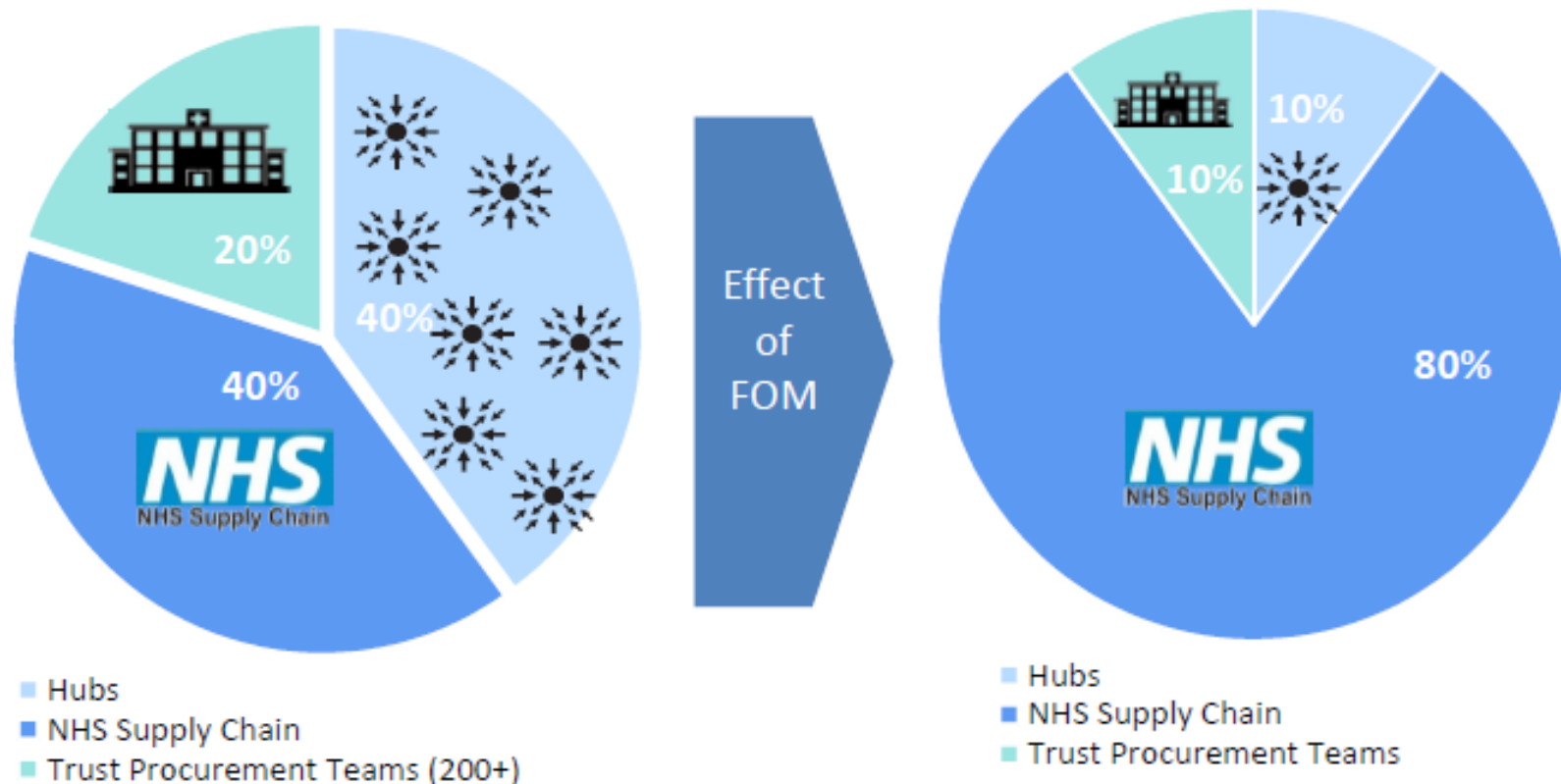
## DH Group

- CCS Frameworks
- GCloud
- Health specific frameworks
- Open procurement competitions – see Contracts Finder for opportunities
- Restricted or negotiated procurement competitions

## NHS Trusts

- Crown Commercial Services (CCS)
- Yorkshire Purchasing Organisation (YPO)
- Eastern Shires Purchasing Organisation (ESPO)
- NHS North of England Commercial Procurement Collaborative (NOE CPC)
- NHS London Procurement Partnership (LPP)
- NHS Commercial Solutions
- East of England NHS Collaborative Procurement Hub
- NHS Supply Chain
- Procurement competitions

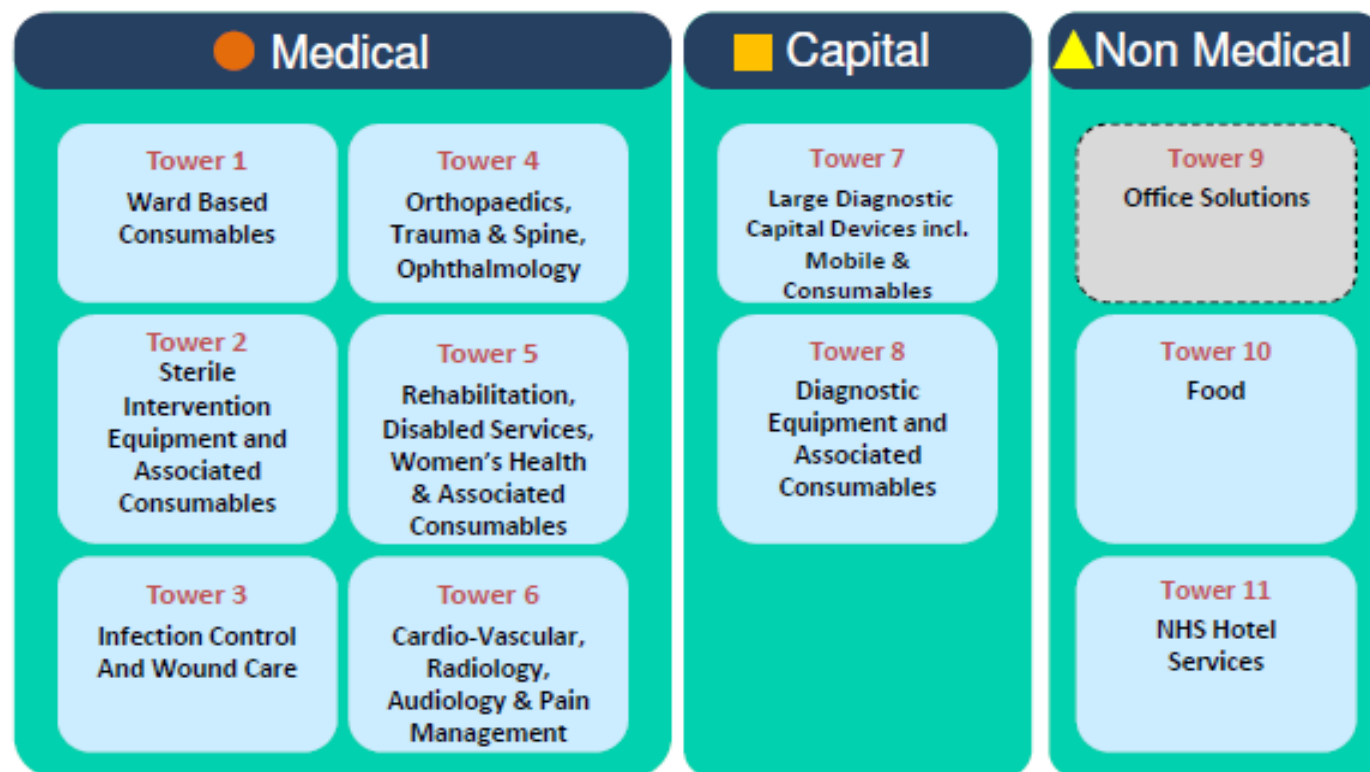
# The Future Operating Model for Procurement of NHS Consumables and Medical Devices



Currently only 40% of the NHS's £5.7bn spend in everyday hospital consumables common goods, high value healthcare consumables and capital equipment goes through NHS Supply Chain. **The FOM will double this is 80%**

## THE CATEGORY TOWERS

The Future Operating Model is organised into eleven **Category Towers**, covering medical, capital and non-medical areas of the procurement spend. Office Solutions (Category Tower 9) will be the first of these to go live.



# Categories 1 - 6

Category Tower Six Medical Towers		Awarded To:
Tower 1	Ward Based Consumables	DHL Supply Chain Ltd
Tower 2	Sterile Interventions Equipment and Associated Consumables	Collaborative Procurement Hub ( CPP)
Tower 3	Infection Control and Wound Care	DHL Supply Chain Ltd
Tower 4	Orthopaedics, Trauma & Spine, Ophthalmology	Collaborative Procurement Hub ( CPP)
Tower 5	Rehabilitation Disable Services, Women's Health & Associated Consumables	Collaborative Procurement Hub ( CPP)
Tower 6	Cardio-Vascular, Radiology, Audiology & Pain Management	Health Solutions Team Ltd (HST)

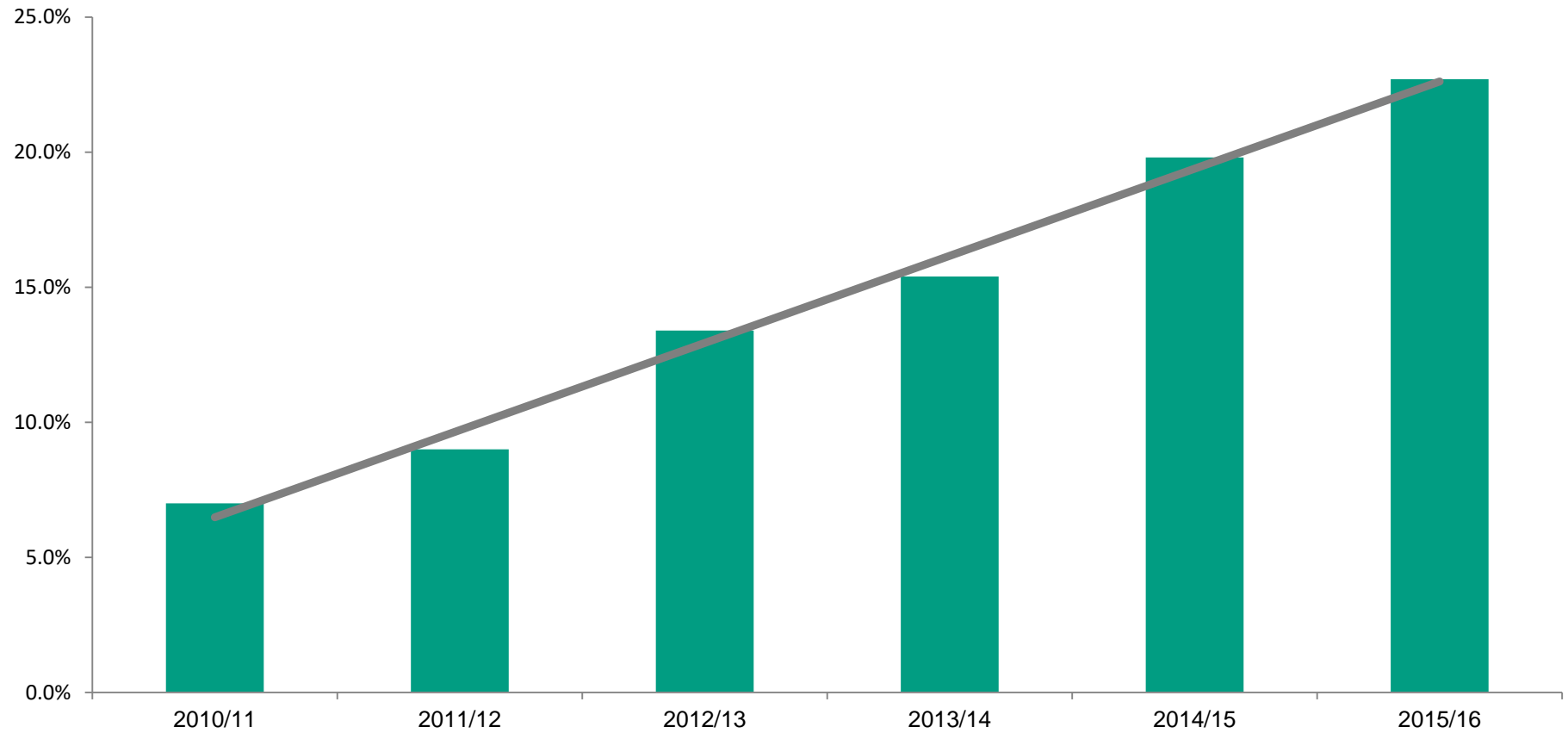
- Notice provided to DHL
- Transition period 6 months has commenced
- New providers launch 6 May 2018

To find out more on FOM visit:

<https://www.nhsbsa.nhs.uk/nhs-procurement-and-logistics-services/nhs-future-procurement-and-logistics-plans>



# DH Group's SME Spend 2010/11-2015/16



# What we're doing to make it easier for SMEs to win business

- Building awareness of the SME agenda
- Breaking contracts into smaller lots where possible
- Using OJEU open procedure as standard
- Developing our procurement pipelines
- Encouraging prime contractors to advertise opportunities and engage SMEs
- Performing category reviews to find and remove barriers for SMEs
- Simplifying procurement documents and T&Cs e.g. standard terms and conditions
- Master Indemnity Agreement
- Seeking alternative buying mechanisms e.g. DPS, joining up systems

# Case Study: iNovem and Department of Health

The screenshot shows a web browser window displaying the NHS CPE / Procurement Members Area. The browser's address bar shows the URL <https://dhexchange.kahootz.com/connect.ti/nhsc>. The page features the NHS logo in the top right corner and a navigation bar with options for Dashboard, Search, Notifications (165), Tasks (0), Account, and Help. The main content area is titled "Workspace Home" and includes a warning: "PLEASE BE AWARE THAT THIS WORKSPACE IS OPEN TO COMMERCIAL & PROCUREMENT STAFF WORKING WITHIN THE HEALTH FAMILY" and "EG: ACUTE TRUSTS, COMMUNITY TRUSTS, AMBULANCE TRUSTS, MENTAL HEALTH TRUSTS, CCGs, CSUs, BSA & NHS FACING ALBs". A note states, "It is not currently open to private sector health organisations". Three prominent buttons are visible: "SUPPLY RESILIENCE" with a "CLICK HERE" button, "Forum" with a "CLICK HERE" button, and "Legal templates" with a "CLICK HERE" button. A left-hand navigation menu lists various categories such as Legal templates, Skills Development Network, Supply Resilience, Sustainability, Forum, File share, Communications, Contact us, Operational Productivity and Efficiency - Model Hospital, and ALB Discussion and Specific Information.

# Case Study: Medinvent and NHS



Sadly, mums experience faecal incontinence after childbirth related anal sphincter injuries

**EPISCISSORS-60™**

The first scissors ever designed to give an accurate mediolateral episiotomy

**TOWARDS SAFER CHILDBIRTH...**

# Top Tips for Procurement Success

- Attend pre-procurement engagement events
- Respond to every question
- Provide all the information requested
- Assume the evaluation panel know nothing about your organisation
- Answer the questions. It's not a sales pitch!
- Link every response to the specification and to the evaluation criteria
- Make sure the numbers 'add-up'
- Make sure that you meet all the mandatory requirements and minimum criteria
- Self-evaluate against the evaluation criteria
- Check document signed and dated as required
- Time management is key, submit tender well before the deadline