Effective procurement of goods and services can have a significant impact on improving patient care through releasing valuable financial resources to fund nursing posts, standardisation of products mitigating risk and working with suppliers reviewing and developing products that can enhance the patient journey

“Procurement matters - to patients”

Welcome
Objectives

• Linking to the RCN's national project "small changes: big differences", this event shows how nursing teams can become involved in championing procurement

• Offers some practical guidance for working together

• The opportunity to network and share best practice across the region
Agenda

• Welcome and introductions
• National/Regional update – RCN Regional Director and NWPD Director
• Launch of RCN NW/NWPD procurement engagement video
• Procurement champions, presentation and discussion
• Case study – Lancs Care NHS Foundation Trust
• Break
• How NWPD can help
• Procurement matters to patients - a Finance Directors perspective
• Procurement innovation
• Review and next steps
• 16.30 - Close
Introductions
Estephanie Dunn
North West Regional Director
Royal College of Nursing
Mick Guymer
Director
North West
Procurement Development
The NHS Financial Context

Additional funding for the NHS in 2020/21

- Extra £30 bn needed by 2020/21
- Productivity gains
- Extra money
- Flat real budget
BIG PROBLEM!
Current model of care unsustainable –
MISMATCH BETWEEN RESOURCES AND PATIENT NEEDS OF NEARLY £30 BILLION A YEAR BY 2020/21

ACTION NEEDED TO:
– Reduce demand
– Increase efficiency
– Manage funding
NHS Procurement Agenda Since 2010
Customer Board

The national NHS Supply Chain Customer Board was set up in 2011.

In 2015 the 4 regional boards and the Clinical Reference Board were established.

In 2016 - following the publication of the Lord Carter report and with the end of the current NHS Supply Chain contract on the horizon in 2018 – the remit of the board was expanded.

The NHS Customer Board as it is now known has been established to represent the voice of the NHS and deliver best value for patients and the tax payer working with Crown Commercial Services, the NHSBSA and NHS Supply Chain, and potentially other organisations.
“The final report from an NHS efficiency review has today confirmed £5bn could be saved if hospitals adopted standard procedures and has set out how a “model hospital” would achieve the reductions.

In his wide-ranging review, Labour peer Lord Carter concluded there were “stark variations” in the quality of care and finances, which were costing the NHS billions.

High quality patient care and sound financial management must go hand in hand for acute hospital trusts, which spend £55.6bn every year – over half of the total £102bn NHS annual budget.”
Recommendation: Procurement transformation plans

- **Procurement Transformation Plans** will need to be developed at a local level with each Trust board nominating a Director to work with their procurement lead to implement the changes identified, overseen by NHS Improvement and in collaboration with professional colleagues locally, regionally and nationally.

NWPD response:

- NWPD’s intention is to develop a template based on our initiatives that trusts can complete to allow regional visibility and thereby ensuring a consistent direction of travel and alignment to Carter recommendations and the National Procurement Transformation Programme.
Recommendation: Collaborative working

• The need for trusts to **accelerate collaborative working** with other trusts is a key area of focus within the report and one that NWPD is well placed to support through our experience across the region and our existing mechanisms.

NWPD response:

• There are 36 procurement depts, with 36 different ways of working and range in size from 5-50
• Throughout 2015/16 we have been working closely with Blackpool, East Lancashire and Lancashire NHS Trusts in establishing the “Lancs Cluster”, providing concept design and project support to this group enabling them to produce aligned workplans for 2016/17 and the mechanism for sharing resources to look to maximise the delivery of savings across the three organisations.
Recommendation: Supplier engagement

• Cited in Carter’s report is the role that suppliers can play in delivering the required efficiencies through closer working relationships and the introduction of innovative solutions.

NWPD response:

• In “Value Based Procurement in the NHS NW” a VBP research study undertaken by the University of Liverpool and in conjunction with NWPD, it was highlighted that currently there is a lack of contract/supplier relationship management, we believe this is an opportunity yet largely untapped to improve quality and reduce costs. Phase 2 of the VBP project seeks to apply theory to practice, is due to commence in April with trusts being supported in adopting and measuring the impact of a supplier partnership approach, focusing on delivering value and reduced total acquisition costs.
Recommendation: Supply chain management and catalogue rationalisation

- Lord Carter recognises the need to **build supply chain capability** in trusts, to reduce variation and have efficient electronic catalogues.

NWPD response:

- NWPD have established a materials managers network (unique to the NHS) which acts as a forum for trusts to work collaboratively to address these issues and in respect of transactional processing NWPD has developed a number of options for the potential rationalisation of transactional processing and catalogue management. NWPD acts as a conduit between NW Trusts and the national organisations and through my role as chair of the Northern Customer Board, aids communication and involvement in national initiatives such as the development of “core list product ranges”.
Recommendation: Stakeholder engagement

- Essential to the delivery of Lord Carter's recommendations is the need for effective multi disciplinary working across all sections of the organisation.

NWPD response:

- NWPD have close links to the NW RCN and are working to promote how frontline nursing staff can contribute to procurement decisions in their trusts and the wider health economy, improving the quality of patient care and reducing the financial burden on the NHS – this event entitled “Procurement matters – to patients” features the launch of a video which aims to generate enthusiasm to have a procurement champion in each Trust.
“Procurement matters - to patients”
“Shoppers of the NHS unite”

News

NWPD, RCN and NHSSC are Uniting 'Shoppers of the NHS'

NWPD, RCN and NHSSC are Uniting 'Shoppers of the NHS'

NHS North West Procurement Development (NWPD) joined forces with the Royal College of Nursing (RCN) and NHS Supply Chain to bring frontline clinical staff and procurement specialists together at an event geared towards maximising the potential of both groups. By working together we can ensure products used for the care of patients are improved in terms of both quality and value for money.

Nursing Involvement in Procurement – A National Perspective

- Need for greater communication
- Highlighted important role of CPSN
- Limited progress in recruiting
- Video to promote role of procurement champion
Video
Key messages

• Engage with procurement
• Develop processes – Eg formulary review
• Reduce waste
• Share best practice
• Save clinical time
• Small changes make a big difference
Group discussion

**Aim is to have a clinical procurement champion in each Trust...**

- What do you think could be the barriers to getting frontline staff to be procurement champions? What could be done to overcome these issues?

- What practical steps could be taken by Trusts, NW RCN and NWPD to engage front line staff in procurement activities?
Feedback
Nicola Morton
Senior Nurse for Clinical Procurement
Lancashire Care NHS Foundation Trust
Clinical Procurement in the Community and Mental Health Setting

Nursing & Quality
Lancashire Care Foundation NHS Trust

• The Trust provides health and wellbeing services for a population of around 1.4 million people.
• Services provided include community services such as district nursing, health visiting, podiatry, dentistry and Prison Healthcare as well as inpatient and community mental health services.
• The Trust covers the whole of the county and employs around 7,000 members of staff across more than 400 sites and is now extending to sites in St Helens and Liverpool.
Context

• LCFT Executive Nurse (Dee Roach) is a member of the National Clinical Reference Board and has championed this role
• Trust Board commitment for Quality Improvement and “Clinical input” to identify efficiencies
• Non-pay expenditure accounts for around 30% of NHS trusts operating costs (DoH, 2013)
Role outline

- Lead clinical engagement in procurement
- Promote standardisation of products
- Promote quality and value for money
- Patient experience and outcomes
- Evaluate existing products
- Support research/evaluation regarding new and innovative products
- Assess opportunities for reducing waste
- Ensure products are used appropriately
- Work with regional and national contracting partners to identify new opportunities for collaborative work

Supporting Health and Wellbeing
Work to date

• Work with NHS SC “compare and save”
• Top 20 / Top 100 products
• Review appropriateness of products in use
• Masking of inappropriate products to promote safety
• Review of purchasing / first dressing initiative/ prescription and off-prescription routes
• Strengthen continence / wound formulary compliance in Prisons / Mental Health settings
• Implement education, training and decision making tools to support best practice
• Review of medical devices / standardisation
• Procurement Dept.
• Clinical experts
• Professional leads
• Nursing and Quality team
• Network Senior Managers
• Accountants
• Procurement partners
• RCN – small changes, big differences
• The committed enthusiast!
Thank you for listening...

Any questions?...
How NWPD can help....

www.nwprocurement.co.uk
How NWPD can help...

- Easy way for people to share product switches they have implemented – either stock or non stock
- Saves time
- Saves money
- Reduces duplication of effort
- Creates sense of community - more people use better the outcome
### Share + Save

**Featured Saves**

<table>
<thead>
<tr>
<th>Description</th>
<th>Estimated annual saving</th>
<th>Author</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Suction Tubing Standardisation</strong></td>
<td>£3,357.00</td>
<td>Chris Mortimer</td>
</tr>
<tr>
<td><strong>Cartridge Saving</strong></td>
<td>£7,500.00</td>
<td>Cathy Sinnott</td>
</tr>
<tr>
<td><strong>Film dressing and wound closure strips change to 365 Healthcare Film Dressings</strong></td>
<td>£15,027.00</td>
<td>Sara Costello</td>
</tr>
<tr>
<td><strong>Advanced Energy Sealing Devices Ligasure 5mm blunt tip lap x6</strong></td>
<td>£11,242.00</td>
<td>Margaret Park</td>
</tr>
<tr>
<td><strong>Bowel Management System and Collection Bag - Circa £7.7k Saving</strong></td>
<td>£208.30</td>
<td>Peter Sames</td>
</tr>
<tr>
<td><strong>Disposable BP cuff brand change. Circa £40k saving.</strong></td>
<td>£35,667.00</td>
<td>Gareth White</td>
</tr>
</tbody>
</table>

### Search deals

- **Sort by**: Title
- **Keyword**: All

Add new deal
Some posts...

Patient slipper socks 10k saving
CVW918 CVW942
£20.02 £26.87
Estimated annual saving:
£10644.75
Margaret Park

Comments
Please note UOI change, old code is UOI 10,
New code is 48
Margaret Park, 15/04/16 09:41
Add comment

Saline Solution - Saving £1,871.65
MRB359 ELY602
£5.13 £3.68 SAVE 40%
Estimated annual saving:
£1,871.65
Samantha Crompton

Add comment

Dressing Fixing Tape (10cm x 10m) - Saving £173.94
EHR113 EHR058
£2.66 £1.90 SAVE 30%
Estimated annual saving:
£173.94
Samantha Crompton

Add comment

Baby feeding cup
fvo000 IIt176
£27.88 £39.13
Estimated annual saving:
£1000.00
Terry Kelly

Comments
Can you confirm if these are still individually wrapped and
sterile, please
Margaret Park, 15/04/16 09:40

Dressing Fixing Tape (5cm x 10m) - Saving £435.87
EHR111 EHR056
£1.83 £0.66 SAVE 48%
Estimated annual saving:
£435.87
Samantha Crompton

Add comment
How NWPD can help....

Standardisation – Improves patient safety and reduces costs..

<table>
<thead>
<tr>
<th>Trust name</th>
<th>Type of infusion pump</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southport and Orskirk Hospital NHS Trust</td>
<td>B Braun Infusion Pumps</td>
</tr>
<tr>
<td>Salford Royal NHS FT</td>
<td>Syringe pumps: B Braun Prefusor Space</td>
</tr>
<tr>
<td></td>
<td>Volumetric pump: Fresnius Volumat</td>
</tr>
<tr>
<td>East Lancs</td>
<td>Alaris Carefusion Infusion Pumps</td>
</tr>
<tr>
<td>Liverpool Women's</td>
<td>Alaris Infusion Sets (72304-0006)</td>
</tr>
<tr>
<td>Wirral University Teaching Hospital</td>
<td>B Braun Infusomat Space Pumps</td>
</tr>
<tr>
<td>Wrightington, Wigan &amp; Leigh</td>
<td>Switched from Graseby FSB392 to Fresnius FKA453</td>
</tr>
<tr>
<td>Countess of Chester</td>
<td>Baxter Colleague v3</td>
</tr>
<tr>
<td>East Cheshire</td>
<td>Graesby Pumps</td>
</tr>
<tr>
<td>The Royal Liverpool and Broadgreen</td>
<td>Volumetric pump: Baxter</td>
</tr>
<tr>
<td></td>
<td>Syringe pump: Smiths 'Graesby'</td>
</tr>
<tr>
<td>Stockport</td>
<td>Fresnius Infusion Pumps</td>
</tr>
<tr>
<td>Lancs Teaching</td>
<td>Alaris P5001 PCAM, Alaris Asena GH Pump, Alaris Signature SE Volumetric Pump</td>
</tr>
<tr>
<td>Aintree</td>
<td>FSB1487 Carefusion</td>
</tr>
<tr>
<td>CMFT</td>
<td>Care Fusion pumps for RMCH and Baxter pumps everywhere else</td>
</tr>
<tr>
<td>Blackpool</td>
<td>In the middle of a changeover from Baxter to B Braun</td>
</tr>
<tr>
<td>Mid-Cheshire</td>
<td>Braun perfusor space and infusomat space. Alaris GH, CC, VP and PCAM. Mckinley t34. Fresnius Orchestra. Hospira Sapphire.</td>
</tr>
</tbody>
</table>
Group discussion...

• Are there any other products we should be looking at as priority to standardise in our region that can impact on patient care?
Peter Becconsall
Associate Director of Finance
Lancashire Teaching Hospitals
NHS Foundation Trust
Procurement

A Finance Directors View
What is Procurement?

- Obtain something
The act of obtaining or buying goods & services. The process includes preparation and processing of a demand as well as the end receipt and approval of payment
It involves

- Purchase planning
- Standards determination
- Specification development
- Supplier research and selection
- Value analysis
- Financing
- Price negotiation
- Making the Purchase
- Supply contract admin
- Inventory control at stores
- Disposals
Therefore.....its about

- Care
- Compliance
- Control
- Cash

- Carter – as far as NHS is concerned
Best Value Procurement....

Produces –

- Efficiencies and Savings – allowing investment in service provision – leading to quality improvements etc
The Future....

- Greater procurement collaboration all round
- Increased use of offices of NWPD: opportunities for them to act as a catalyst e.g. encouragement of collaboration on all issues
- Greater use of BI
- Challenge to DOH e.g. Carter pharmacy
- Corporate infrastructure lead within trusts implementation of GS1 etc
- Increasing integration of medical and their support staff in procurement processes
- Where do we want to be? Lets not plan our work one year ahead – what about 5 to 7 year strategies?
- Revitalise registers especially equipment in a corporate planning sense
- Capital versus revenue
- What about service collaboration?
- What about ending the protection of empires and moving the business on?
“Procurement matters - to patients”
“Wouldn’t it be great if....”
A project aimed at generating ideas from NHS staff to improve patient care, improve efficiency and potentially save money
Meet Clare

She has been diagnosed with throat cancer and has started radiotherapy which will she will have to have 4 days a week for 8 weeks.

This stressful experience is made worse by the fact that she has to wear a face mask which makes her feel very claustrophobic – so much so she has to take prescription drugs to get through the treatment.

*Wouldn’t it be great..* if someone could develop a mask that could help her....this would reduce her stress levels, save costs of medical support and drugs...
How to post suggestions..
How to post suggestions..

NHS Stakeholders

NHS NWPD recognise the value and contribution that NHS Stakeholders and suppliers can make in delivering better patient care through the effective and innovative procurement of goods and services we use in the Health Service.

We have two key initiatives currently underway:

“Procurement matters – to patients”
In collaboration with the NW RCN and in support of the national Small changes: Big differences project
Click here to see a video of how you can become involved

“Wouldn’t it be great if....”
This is an initiative aimed at generating ideas from NHS staff to improve patient care, improve efficiency and potentially save money

Meet Clare
She has been diagnosed with throat cancer and has started radiotherapy which will she will have to have 4 days a week for 8 weeks.

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Wouldn’t it be great... if someone could develop a mask that could help her...this would reduce her stress levels, save costs of medical support and drugs...

Do you or your patients have ideas that could improve patient care, reduce costs...

Click here to submit your ideas....
How to post suggestions..

NHS Stakeholders Submission

Your name: Brian Mangen
Occupation: Assistant Director
Organisation: NHS NW Procurement Development
Contact email: brian.a.mangan@wwl.nhs.uk

Wouldn't it be great if...

The potential benefits would be...

Submit  Cancel
Wouldn’t it be great if process...

- Process to promote engagement between Healthcare organisations.
- Mechanism for identification of unmet needs and potential innovation opportunities.
Some suggestions to date...

<table>
<thead>
<tr>
<th>Wouldn’t it be great if...</th>
<th>The potential benefits would be...</th>
</tr>
</thead>
<tbody>
<tr>
<td>If drugs could be prescribed in units of issue or volumes more closely matched to the amount required to complete the treatment? For example, paediatric prescriptions of bottles of antibiotics for 7 days of treatment, resulting in the remainder of the medication being thrown away.</td>
<td>The potential benefits would be...</td>
</tr>
<tr>
<td></td>
<td>Savings through reduced wastage; issue only what is required (with some tolerance)</td>
</tr>
<tr>
<td></td>
<td>Less environmental impact through use of more appropriate packaging.</td>
</tr>
<tr>
<td>There was a standardised NHS uniform.</td>
<td>Greater identity – The NHS is one organisation. This would then lead to reduced patient confusion, for example patients being transferred to numerous hospitals. A standardised uniform would also reduce costs.</td>
</tr>
<tr>
<td>There was standard printed stationery across the NHS.</td>
<td>Reduced costs, standardisation across hospitals/GPs etc meaning consistency for staff and patients.</td>
</tr>
<tr>
<td>A&amp;E and paediatric wards were decorated to take into account patients who may have autism and are overwhelmed with visually bright and distracting décor.</td>
<td>A calmer environment for patients and improved patient care. In turn, these patients are then easier for clinicians to work with.</td>
</tr>
</tbody>
</table>
Wouldn’t it be great if...

A throat cancer patient has started radiotherapy which will have to have 4 days a week for 8 weeks. This stressful experience is made worse by the fact that she has to wear a face mask which makes her feel very claustrophobic – so much so she has to take prescription drugs to get through the treatment... *Wouldn’t it be great.* if someone could develop a mask that could help her.

The potential benefits would be...

Reduced stress levels for the patient, make the procedure easier to administer in terms of time, save costs of medical support and drugs.
Your ideas........

Wouldn’t it be great if...

The potential benefits would be...
FEEDBACK
Objectives

• Linking to the RCN's national project "small changes: big differences“, this event shows how nursing teams can become involved in championing procurement

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