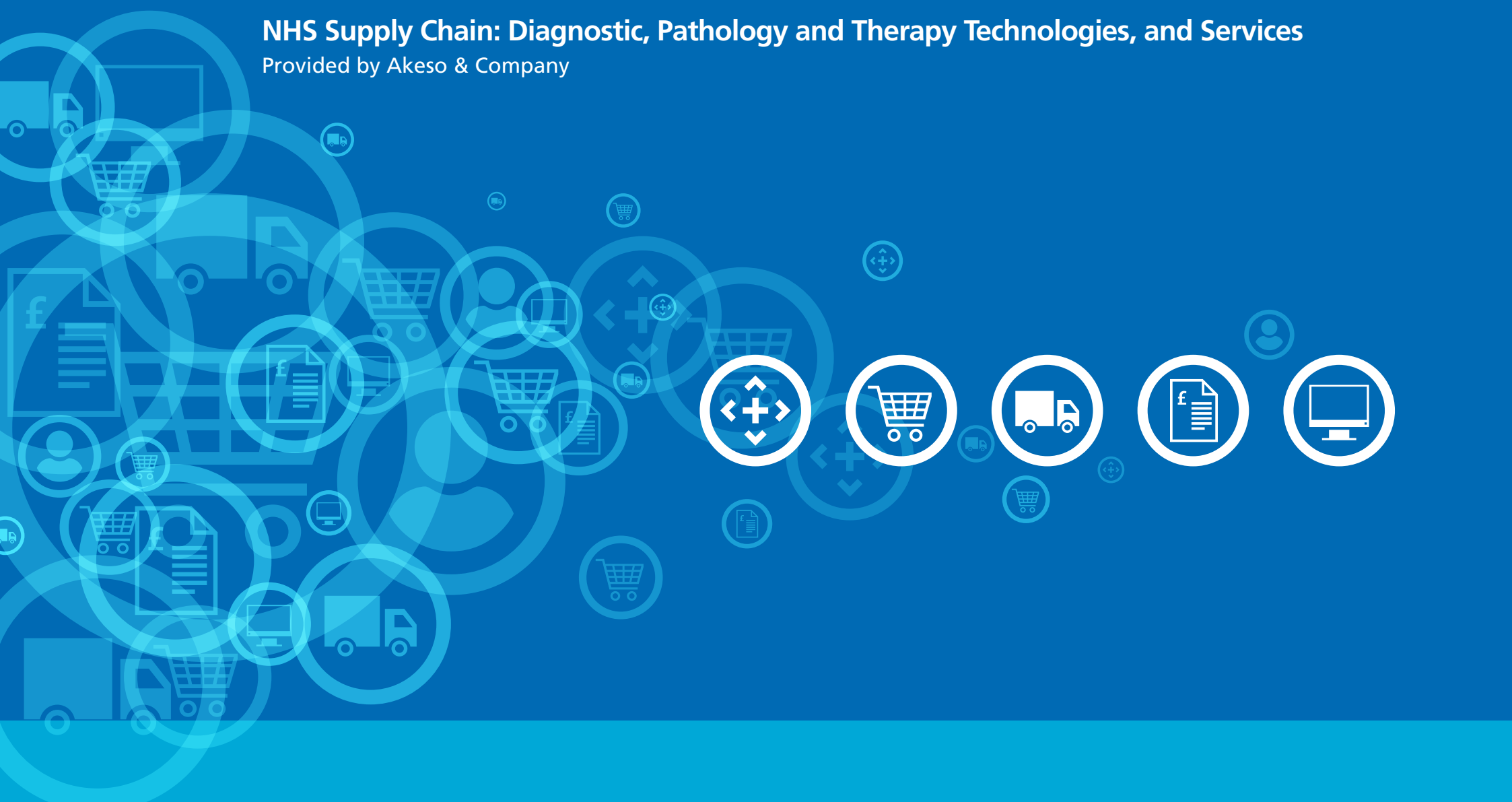


Category Guide

NHS Supply Chain: Diagnostic, Pathology and Therapy Technologies, and Services

Provided by Akeso & Company



About the new NHS Supply Chain

A new operating model

NHS Supply Chain is implementing a new operating model that will be fully operational in early 2019. The model is structured to help the NHS reduce unwarranted variation in product pricing by delivering clinically assured, quality products at the best value through a range of specialist buying functions. It will leverage the buying power of the NHS to negotiate the best deals from suppliers, achieving savings of £2.4 billion to be delivered in FY2022/23.

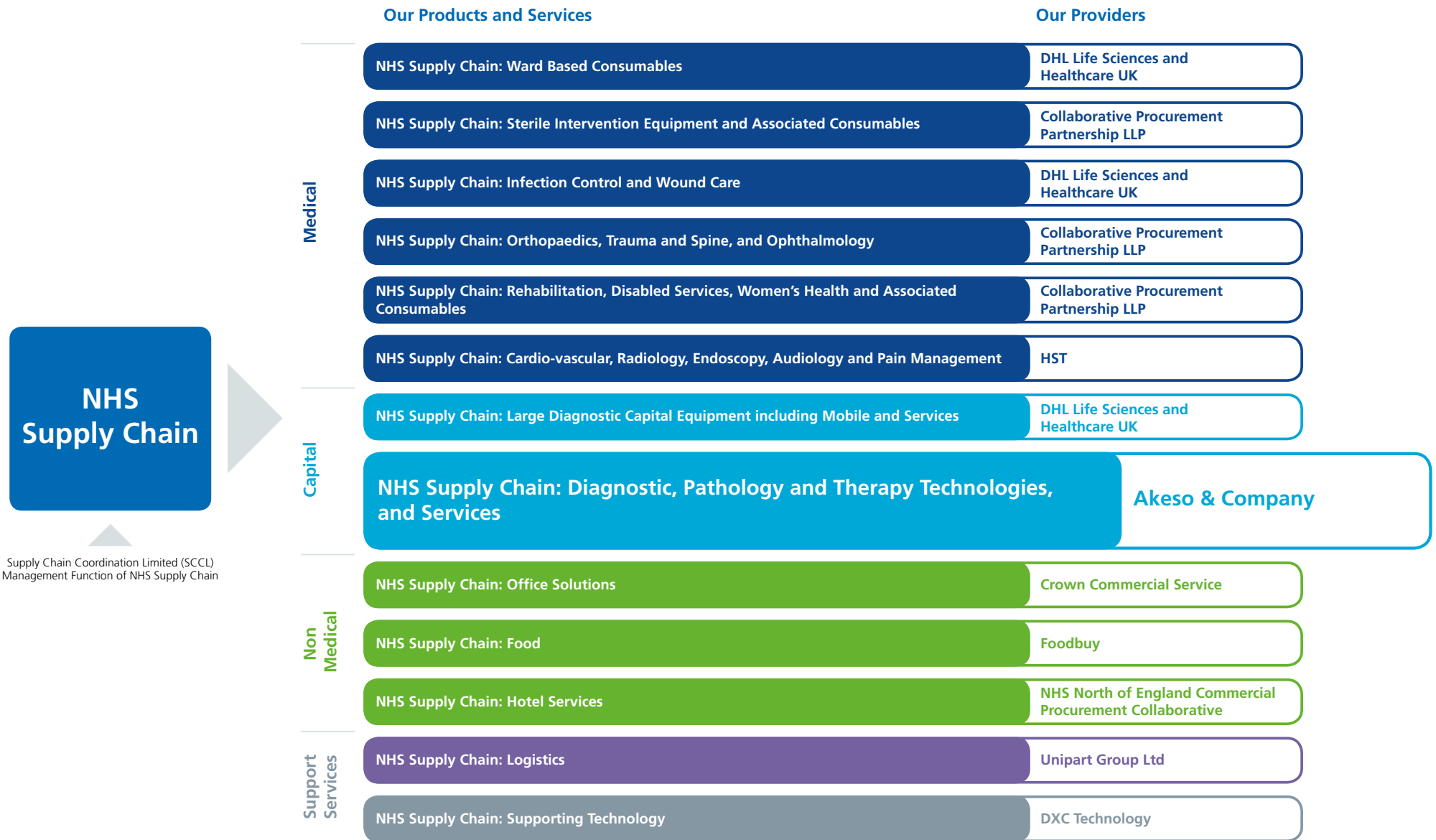
Eleven specialist category buying functions have been awarded and are now operational. The buyers are procurement experts who will ensure delivery of high quality products that are appropriate for patients. This focus is at the core of their commercial decisions. Furthermore, teams of buyers will work in partnership with front line clinicians, who will continuously evaluate new products before these are made available in the catalogue.

For more information about the new operating model visit <https://www.supplychain.nhs.uk>

How does the new model benefit NHS organisations?

- **Savings channelled back to frontline services**
NHS organisations will pay less for everyday hospital consumables and equipment, releasing funds to support other areas of work.
- **More time released for core clinical activities**
Central sourcing and evidence-based clinical evaluation reduces the need for NHS organisations to resource this activity.
- **Greater NHS clinical involvement in purchasing decisions**
Clinicians will influence product specifications, clinical criteria, range management and product evaluation.
- **More effective introduction of new products**
Links with national research bodies and regional networks will enable a more effective introduction of new innovative products to the catalogue.

New NHS Supply Chain structure



Diagnostic, Pathology and Therapy Technologies, and Services

About this category

From a low incumbent market share (<10%), we will lead the engagement with Technology Provider markets to the NHS worth over £1 billion per year, creating a significant opportunity for our customers to access leading innovative technologies whilst driving substantial total cost savings and efficiencies. Categories include:

- **Diagnostics** covering all modalities of Point of Care including Biochemical Testing (Blood Glucose, Urinalysis, Drugs of abuse etc) and Desktop Devices (Blood gas and Electrocardiogram).
- **Pathology** including all Laboratory Diagnostic Platforms (Blood Sciences, Microbiology, Anatomic Pathology, Genomics) and Laboratory Equipment and Consumables.
- **Therapy** covering a range of specialist treatment areas: Angiography, Renal Dialysis, Defibrillation, AEDs, Dental and Deep Brain Stimulation.

Our significant experience of working with leading providers across the NHS combined with our extensive engagement with the majority of leading healthcare technology providers over the past 6 months has given us an in-depth understanding of the benefits and efficiencies of innovation in our categories. We also understand the challenges customers face when seeking to make the case for investment in these technologies and solutions and look forward to working with customers to overcome these.

In the near term, we will offer a range of existing NHS Supply Chain and novated procurement frameworks in each category area including Managed Equipment Services. These Frameworks will be available to all NHS customers across Primary, Acute, Community and Mental Healthcare settings. In the longer term, we will collaborate with our customers and suppliers to put in place sector-leading, world class framework agreements.

More information on the categories and sub categories can be found on <https://www.supplychain.nhs.uk>

About the provider

Akeso & Company is an independent, leading specialist provider of procurement and supply chain advisory and support services to the NHS and healthcare sector. It has a strong client portfolio and track record of delivering lasting improvement through complex category management projects for over 30 NHS clients, in the last three years.

Diagnostic, Pathology and Therapy Technologies, and Services

Frameworks include

Contract Title	Expiry Date
Diagnostics	
ECG Equipment and Related Accessories	31/08/2020
Point of Care Testing	19/11/2019
Point of Care Testing Managed Equipment Services (novation in progress)	10/01/2020
Pathology	
Liquid Based Cytology Systems for Cervical Screening and High Risk HPV (Human Papillomavirus) Testing Systems	24/09/2019
Laboratory Equipment, Consumables, Accessories and Ancillaries, Slide Scanning Equipment, Medical and Scientific Refrigeration, Blood Banks, Mortuary and Autopsy	31/10/2019
Microbiology and Serology (including Viral and Autoimmunity) - Urine Screening, Blood and Culture Media, Identification and Susceptibility Testing, Antibody and Antigen Detection - Manual and Automated.	10/06/2020
Pathology Microscopes, Slide Scanners and Associated Accessories	14/04/2019
Antenatal Sickle Cell and Thalassaemia Screening and / or Glycated Haemoglobin Measurement	31/12/2018
Pathology Equipment and Consumables (novation in progress)	30/09/2018
Pathology Analytical Systems, Associated Sundries and Services (novation in progress)	30/09/2021
Genomic Testing Consumables (sourcing of new framework in progress – planned availability date to be confirmed)	N/A
Enemas for Flex-Sig Screening with Disposable Single Use Phosphate Enemas (Lab Based and Point of Care Diabetes Management)	02/07/2020

Continued >



Diagnostic, Pathology and Therapy Technologies, and Services

Frameworks include

Contract Title	Expiry Date
Therapy	
Renal Dialysis Equipment & Consumables – new Framework planned launch date 12/11/2018	11/11/2018
Brushing for Life Dental Packs	28/06/2019
External Defibrillation Devices & Related Equipment and Associated Accessories	02/02/2019
Dental Equipment Consumables, Orthodontics	28/02/2020
Dental Capital Equipment and Related Accessories	18/03/2020
Two Lots from the main Imaging, Radiotherapy and Ancillary Devices Framework – Angiography, Specimen Cabinets (except Mammography Specimen Cabinets)	31/12/2019

A number of non-compete frameworks are in the process of being novated; please contact SCCL for further information.

There are no fees for NHS organisations to access these frameworks. Details of products available through these frameworks along with pricing, is available through the online catalogue at <https://www.supplychain.nhs.uk>

How to work with NHS Supply Chain

Customer satisfaction is our priority and we are committed to providing the highest standard of service to each and every customer, every time.

All NHS Supply Chain customers have access to a varied and tailored network of support; from Customer Service Advisors, Account Managers, Support Managers and much more.

Our customer services team

As a valued customer you will be supported by Customer Services Advisors and Regional Customer Service Managers. Each Customer Service Advisor has key customers within each geographical area and every customer has a direct line number for their dedicated contacts.

We provide the following services for customers:

- Service performance and monitoring.
- Product information, delivery advice, system or procedure training.
- Rapid response and resolution to all our customer queries.
- Raise issues on your behalf to the NHS Supply Chain team, ensuring our product and services continue to meet your needs.

The telephone lines are manned from 8:00am until 5:00pm, Monday to Friday.

Alternatively you can contact us via email on customer.service@supplychain.nhs.uk

Our account management and other field based support

Your NHS Supply Chain Account Manager will be your first point of call for all queries relating to our range of framework agreements. Your Account Manager will:

- Assist in managing your framework.
- Work to drive identification and delivery of savings opportunities.
- Support on critical and on-going business requirements.
- Where required, draw on the expertise of our other field based teams.

Supported by specialist procurement teams

Our procurement teams aim to ensure our framework agreements provide the choice of products and equipment you need through a procurement route that suits you, saving you time and money. They will work with customers to ensure that their procurement strategies are aligned to and meet the needs of the NHS.

Value for the NHS

More savings

- **Pay less** - With NHS Supply Chain you have a wider range of product options so you can select the ones that are fit-for-purpose and value-for-money.
- **Leave your tendering to us** - Spend less time and money on tendering and let our procurement specialists undertake it on your behalf. Where appropriate we can also assist with running further competitions under NHS Supply Chain frameworks.
- **Back office savings** - The efficiencies of our service, ranging from eOrdering to consolidated deliveries, enable significant back office savings.

More value

- **An integrated approach** - The financial benefits of NHS Supply Chain go beyond just product prices. Our approach is an integrated one that reduces cost throughout the supply chain, from raw materials to global logistics, resulting in a much lower total cost.
- **Purchasing through our route** - When there are changes in the market, we can help minimise the impact of price rises and give support with cost-saving initiatives.
- **Access to innovation and technology** - Access to the latest equipment and consumables new to market.

Our knowledge and expertise

- **NHS Supply Chain buyers** - Procurement specialists who have a wealth of knowledge and experience in their product fields.
- **Implementation team** - Experts in helping you implement savings opportunities, set up new processes, and source any training required when introducing new products. You will be alerted to innovation and/or new ways of working and fully supported through any periods of transition.
- **Customer services team** - With the daily support provided by our dedicated and knowledgeable advisors and service managers you know you are in safe hands.

- **Consultation groups** - We work with relevant parties drawn from the NHS, so that we can be sure the products we are providing are fit for purpose in every way. We ensure that the 'voice of the customer' is heard and that it informs every decision we make.

Peace of mind

- **Dependable deliveries** - Having access to the know-how and resources of one of the world's largest logistics companies means we can offer unrivalled dependability and responsiveness when it comes to our delivery services.
- **Compliance** - Framework agreement awarded in accordance with European procurement legislation.
- **Sustainable development** - We are certified to ISO 14001 International Standard for Environment Management System.
- **Sustainable procurement** - We are working to reduce our carbon emissions by 15%.

To find out more about how NHS Supply Chain can partner with you to deliver best value, contact your **Account Manager for more details**.

Notes



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Contact Us

Email: customer.service@supplychain.nhs.uk
Twitter: @NHSSupplyChain
<https://www.supplychain.nhs.uk>

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