

## Supplier Newsletter

Issue 4

September 2018

FOM@dh.gsi.gov.uk

**Welcome...**to Issue 4 of your Supplier Newsletter. As suppliers to the NHS, we appreciate the role you play within NHS Procurement which is why we hope you find this newsletter helpful, informative and engaging.

Since issue 3, NHS Supply Chain are pleased to announce the achievement of another four major milestones:

1. The final enabling services contract for Logistics has been awarded to Unipart Group Limited.
2. SCCL Board successfully recruited its first independent non-executive chair, James (Jim) Spittle.
3. We opened the doors to our new NHS Supply Chain head office, Equinox House in Nottingham.
4. Licence has been granted to use the NHS brand and develop a new visual styling for NHS Supply Chain.

Once again we appreciate and thank you for your continued support. If you have any questions email [FOM@dh.gsi.gov.uk](mailto:FOM@dh.gsi.gov.uk).

**Remaining enabling services contract for logistics awarded...to Unipart Group Limited.** Last month we were pleased to announce that Unipart Group Limited was awarded the logistics contract.

This contract award represents the final piece of the jigsaw in shaping the new NHS Supply Chain, through which all NHS organisations can purchase clinically assured, quality goods and consumables for patient care at the best possible value.



Unipart Logistics, part of Unipart Group Limited, is a major global logistics provider with many years' experience in complex supply chain environments.

Unipart Logistics provide a wide range of innovative supply chain services to technology, automotive, retail / FMCG, utilities, mobile and other sectors.

From the end of February 2019, Unipart Logistics will commence the provision of delivery services to NHS Trusts and also facilitate the Home Delivery Service in partnership with Movianto UK, a company who offer dedicated and networked transport services within the healthcare sector.

For more information visit <https://www.supplychain.nhs.uk/sccl>.

**HealthTech Connect previously known as MedTech Scan is currently being developed...with a planned launch in October 2018.**

HealthTech Connect is a secure online system for identifying and supporting health technologies (including devices, diagnostics, apps, and wearables) as they move from inception to adoption in the UK health and care system.

It is being developed by NICE with funding from NHS England. A range of partner organisations are helping to develop the system including industry associations ([ABHI](#), [AXREM](#), [BIVDA](#)), [NIHR](#), [NIHR Innovation Observatory](#), [AHSN network](#), [Office for Life Sciences](#), [MHRA](#), [NHS Clinical Commissioners](#), and the devolved administrations in Wales, Scotland, and Northern Ireland (subject to access agreements).

HealthTech Connect is being developed to reduce the duplication and complexity involved in getting a health technology adopted in the UK. It will be a clear and simple point of entry for health technology to access support and national evaluation programmes.

It will help organisations and programmes that support or evaluate health technologies to better identify them. This will enable timely support to be offered and will help the UK health and care system to better plan for the introduction and adoption of health technologies to support quicker, better-informed decision making by the UK health and care system.

For more information about how it will work visit <https://www.healthtechconnect.org.uk/>.



# SUPPLIER RELATIONSHIP MANAGEMENT

As the new NHS Supply Chain Operating Model continues to take shape the **Strategic Supplier Relationship Management (SRM)** team remain committed to ensuring that all suppliers have a good understanding of the new model as it will help them to make well informed decisions for their business.

The team is continuing to meet with suppliers regularly as well as holding regional SME Engagement sessions across the country. To date three have now been held in York (28 June), Bristol (1 August) and Birmingham (3 September). All have been very well attended attracting suppliers from across the broad spectrum of the NHS supply base.



These sessions, dedicated to the broad and important SME sector, offering SMEs the opportunity of learning more about the new procurement Operating Model, how to engage with the Model and to ask specific questions that they may have in relation to challenges, uncertainties or experiences to date.

If you would like to attend one of these sessions in your region then please email [peter.hawkins1@dh.gsi.gov.uk](mailto:peter.hawkins1@dh.gsi.gov.uk).

**SRM team invited to the Medtronic 'All Employee' meeting...**Paul Webster, SRM lead was invited by Medtronic, one of the Operating Models Strategic Suppliers, to present at this meeting held at the Sofitel Hotel, London Heathrow.



Paul was asked to present on the new Operating Model to over 700 Medtronic employees setting the scene and tone for the rest of the meeting. The audience consisted of individuals from across the broad base of Medtronic's many corporate functions and both Paul and the presentation were enthusiastically received by the Medtronic team.



## SRM teams Collaboration with the Federation of Small Businesses (FSB)...continues to ensure that

opportunities are transparent and open to all suppliers of all sizes.

The Federation of Small Businesses (FSB) was set up to help small businesses to achieve their ambitions and was established over 40 years ago. As experts in business, they are a not-for-profit campaigning organisation that is led by members, for their members.

For some time small businesses have been complaining that they have found it difficult or even impossible to engage with the NHS procurement teams regarding supply opportunities.

However for the past few months the FSB has been working with the Department of Health to ensure that opportunities are transparent and open to suppliers of all sizes. The meetings have been extremely positive and the FSB will continue to work with the NHS Supply Chain's Supplier Relationship Management (SRM) team to promote opportunities and to ensure that the supply chain is 'small business friendly.'



A number of events are planned to explain to SME's how the NHS Procurement process

The first of these took place in Farnham, Surrey on the 11 July with 35 SMEs attending, the second event was held in Croydon on 20 September with over 30 in attendance. A third event has been planned for 16 November to be held in East Anglia.

Tim Colman, the Chair of the FSB Procurement Policy Committee said "The NHS Supplier Relationship Managers we have met have been very open and have demonstrated a clear wish to engage fully with small businesses. This is a true win-win process with the NHS being able to access new technologies and routine products at competitive prices with small businesses having access to the massive NHS procurement budget. We are delighted to be involved in this process and will continue to support the NHS as the procurement process continues to evolve".

The FSB have been hugely positive towards these joint events and our continued commitment to the UK Small Business sector.

For more information email [ray.abrahams@fsb.org.uk](mailto:ray.abrahams@fsb.org.uk).

To find out more or to discuss how your organisation could work with NHS Supply Chain please email [peter.hawkins1@dh.gsi.gov.uk](mailto:peter.hawkins1@dh.gsi.gov.uk).

**Unisurge** are very grateful for the time given by Department of Health and Social Care to present how the new NHS Supply Chain Operating Model will work moving forwards. Unisurge are working closely with Trusts and appreciate the info provided to ensure that we continue to operate at the correct level. Unisurge are now in discussion with the newly formed Towers and the information provided has proven to be of great benefit in building relationships.

**Cantel UK Limited** are committed to supporting NHS Supply Chain through the switchover to the new Operating Model, and the engagement with both NHS Supply Chain and the Department of Health and Social Care has been very pro-active in enabling us to do this. The new initiatives around optimisation of suppliers and new product introductions will ensure more focus on quality outcomes which supports our own business goals and objectives.

**Blue Box Medical Ltd** as an SME, active on a number of the NHSSC frameworks, the new Operating Model appeared somewhat confusing when first announced. However, discussions and engagement with DHSC have proved invaluable to our understanding of the new direction and strategy, and the rationale behind it. We are encouraged by the openness and willingness to engage with SME's and look forward to working with our partners at DHSC and the Category Towers in the new procurement environment. Having already held a number of productive meetings with Tower procurement teams, it is refreshing to hear of their support for the focus on innovation and total care costs, an approach which will hopefully create greater opportunities for SME's working with the NHS in this new landscape.

**Scan4Safety and delivering the eProcurement programme for NHS Supply Chain...**has been delivering its eProcurement programme in response to the Department of Health and Social Care's Scan4Safety Programme. At NHS Supply Chain we believe the Scan4Safety programme is driving huge benefits for the whole supply chain as it removes roadblocks we consistently come up against when trying to release efficiencies for the NHS.

As part of the programme NHS Supply Chain has delivered changes to all of its customer and supplier facing systems to accommodate the GS1 keys so that Trusts and suppliers can use the GTINS and GLNs when working with NHS Supply Chain. Helping suppliers and Trusts with their compliance to the eProcurement Strategy, enables work towards the Medical Device Regulations and in support of the Lord Carter recommendations.

A core element of Scan4Safety and the Medical Device Regulations is the requirement to track product to patient to improve safety. NHS Supply Chain is maturing its eDC Gold solution (electronic demand capture) in line with Scan4Safety providing the capability Trusts need. eDC Gold is an inventory management solution owned and developed by the NHS; it is currently live in 27 Trusts beside eDC which is used by 90% of NHS Trusts in the NHS making it the most widely used inventory management system within the NHS.

Looking to the future NHS Supply Chain continues to invest in eDC and eDC Gold and we will be looking to roll out a re-platformed solution providing Trusts with new PDAs.

If you have any questions please email [gs1programme@supplychain.nhs.uk](mailto:gs1programme@supplychain.nhs.uk) or [Scan4Safety@dh.gsi.gov.uk](mailto:Scan4Safety@dh.gsi.gov.uk).

### Key contact details for...Category Tower Service Providers (CTSPs)

CTSP	Products and Services	CTSP Contact	Category Tower Manager
DHL Life Sciences and Healthcare UK	Ward Based Consumables	Nicola Harrington <a href="mailto:nicola.harrington@supplychain.nhs.uk">nicola.harrington@supplychain.nhs.uk</a>	Alan Woodworth <a href="mailto:alan.woodworth@supplychain.nhs.uk">alan.woodworth@supplychain.nhs.uk</a>
Collaborative Procurement Partnership LLP	Sterile Intervention Equipment and Associated Consumables	Jane Harrison <a href="mailto:jane.harrison@supplychain.nhs.uk">jane.harrison@supplychain.nhs.uk</a>	June Jeremiah <a href="mailto:june.jeremiah@supplychain.nhs.uk">june.jeremiah@supplychain.nhs.uk</a>
DHL Life Sciences and Healthcare UK	Infection Control and Wound Care	Nicola Harrington <a href="mailto:nicola.harrington@supplychain.nhs.uk">nicola.harrington@supplychain.nhs.uk</a>	Alan Woodworth <a href="mailto:alan.woodworth@supplychain.nhs.uk">alan.woodworth@supplychain.nhs.uk</a>
Collaborative Procurement Partnership LLP	Orthopaedics, Trauma and Spine, and Ophthalmology	Kath Ibbotson <a href="mailto:kath.ibbotson@supplychain.nhs.uk">kath.ibbotson@supplychain.nhs.uk</a>	Margaret Wilson <a href="mailto:margaret.wilson1@supplychain.nhs.uk">margaret.wilson1@supplychain.nhs.uk</a>
Collaborative Procurement Partnership LLP	Rehabilitation, Disabled Services, Women's Health and Associated Consumables	Christopher Hassall <a href="mailto:christopher.hassall@supplychain.nhs.uk">christopher.hassall@supplychain.nhs.uk</a>	Dennis Smith <a href="mailto:dennis.smith1@supplychain.nhs.uk">dennis.smith1@supplychain.nhs.uk</a>
HST	Cardio-vascular, Radiology, Endoscopy, Audiology and Pain Management	Mark Hart <a href="mailto:mark.hart@supplychain.nhs.uk">mark.hart@supplychain.nhs.uk</a>	Michaela Russel <a href="mailto:michaela.russel@supplychain.nhs.uk">michaela.russel@supplychain.nhs.uk</a>
DHL Life Sciences and Healthcare UK	Large Diagnostic Capital Equipment including Mobile and Services	Antonia Marks <a href="mailto:antonia.marks@supplychain.nhs.uk">antonia.marks@supplychain.nhs.uk</a>	Chris Lumby <a href="mailto:chris.lumby1@supplychain.nhs.uk">chris.lumby1@supplychain.nhs.uk</a>
Akeso & Company	Diagnostics, Pathology and Therapy Technologies, and Services	Sue Colbeck <a href="mailto:sue.colbeck@supplychain.nhs.uk">sue.colbeck@supplychain.nhs.uk</a>	Liz Salter <a href="mailto:liz.salter@supplychain.nhs.uk">liz.salter@supplychain.nhs.uk</a>
Crown Commercial Service	Office Solutions	Anne Toone <a href="mailto:anne.toone@crowncommercial.gov.uk">anne.toone@crowncommercial.gov.uk</a>	Michael Shields <a href="mailto:michael.shields@supplychain.nhs.uk">michael.shields@supplychain.nhs.uk</a>
Foodbuy	Food	Charles Hudson <a href="mailto:charles.hudson@supplychain.nhs.uk">charles.hudson@supplychain.nhs.uk</a>	Samantha Lee <a href="mailto:samantha.lee1@supplychain.nhs.uk">samantha.lee1@supplychain.nhs.uk</a>
NHS North of England Commercial Procurement Collaborative	Hotel Services	Stephen Sercombe <a href="mailto:stephen.sercombe@supplychain.nhs.uk">stephen.sercombe@supplychain.nhs.uk</a>	Tom Brailsford <a href="mailto:tom.brailsford@supplychain.nhs.uk">tom.brailsford@supplychain.nhs.uk</a>

**EU exit no deal contingency planning is ongoing...**to ensure that there is uninterrupted supply of medical devices and clinical consumables (mdcc) in the unlikely event of a no deal scenario to maintain the provision of safe, high quality care.

The Department of Health and Social Care (DHSC) has undertaken an analysis of supply chains for mdcc to identify products routinely imported into the UK from EU countries. DHSC is taking steps to increase stock holding at a national level.

On 23 August the Secretary of State for Health and Social Care wrote to all Trusts and 900 mdcc suppliers that we know regularly trade with the NHS informing them of our contingency planning approach. Mdcc suppliers are required to establish state of readiness across the industry and by company.

DHSC is working in close conjunction with the trade associations who are keen to support our messaging to suppliers and feedback to us from the industry.

NHS Supply Chain will be following up with suppliers who import products from the EU and will be engaging with them on contingency planning and stock build (where relevant).

More information will be shared in the coming months.



**Keeping yourself and your organisation engaged...**is an important way to ensure you are fully informed with what is happening as well as supporting us to shape and evolve the new Operating Model. The best way you can do this is by:



Email [FOM@dh.gsi.gov.uk](mailto:FOM@dh.gsi.gov.uk) with any questions



Visit <https://www.supplychain.nhs.uk/sccl/> which includes information about the new Operating Model, latest announcements, supplier Q&As and more



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Meet a member of the Supplier Relationship Management (SRM) function as they are keen for everyone to have a 'voice' and remain fully engaged.

To book a meeting or to have an informal discussion email [peter.hawkins1@dh.gsi.gov.uk](mailto:peter.hawkins1@dh.gsi.gov.uk).

## **SCCL Board announce appointment of...**

**James (Jim) Spittle** as its first independent non-executive Chair with effect from 17 September.

Jim enjoyed a highly successful career as a retailer for over 20 years working in retail operations, procurement and supply chain, the latter being his particular area of specialism. He has worked for leading brands, spending many years with Tesco plc, before moving to Kingfisher where he spent eight years as Group Supply Chain Director.

Since 2001, Jim has held a number of executive roles and non-executive director role, including as Chair of GS1UK, Cranfield University Advisory Board and at the Chartered Institute of Logistics and Transport (CILT) as past President and current Vice President.

Jim said "I am delighted to be joining the Board as Chair of SCCL at a time of significant transformation and do not underestimate the forthcoming challenges and significant opportunities ahead of us in the need to drive more value throughout the NHS Supply Chain. I look forward to working with our team and our many partners."

For more information and to read the full release visit <https://www.supplychain.nhs.uk/news>.

**Ambition of the High-Cost Tariff-Excluded Devices programme...**is to migrate all spend for the 17 identified device categories across England to a centralised purchasing system whereby NHS England becomes the single customer, and completing the specific clinical device specifications, NHS England will be able to go to market in 2019 to achieve quality and value through breakthrough savings for the NHS on specified High-Cost Tariff-Excluded Devices (HCTEDs).

To date, the HCTED programme has transacted over £200m and conversion to the Zero Cost Model (ZCM) is growing. 106 NHS Trusts, of the 126 in scope are now transacting via the ZCM and 16 of the 17 HCTED categories are now being purchased via the ZCM by at least one NHS Trust. This equates to 291 total HCTED category implementations across all Trusts.

Device Working Groups (DWGs) are leading on the development of the clinical device specifications, which will help inform future procurement for HCTEDs. The first three DWGs covering ICDs and ICDs with CRT; TAVI and Bone Conducting Hearing Implants (BCHI) have been established and development work has begun.

For more information email [ENGLAND.speccomm-HCTED@nhs.net](mailto:ENGLAND.speccomm-HCTED@nhs.net).

