

# Nationally Contracted Products procurement notification: Sealed Bid outcome

Couch Roll and Wipers  
NCP procurement activity achieves national cost avoidance



## Nationally Contracted Products (NCP)

**Nationally Contracted Products (NCP)** initiative is strategically co-led by NHS Improvement and the Department of Health and Social Care and is operationalised through NHS Supply Chain.

NCP aims to implement the Carter Report recommendations to harness the national buying power of the NHS, remove “unwarranted product variation” and improve efficiency. NCP focuses on reducing variety at a sub category level and channelling national commitment to this optimised product range to drive savings. Using a NHS Supply Chain Framework Agreement, this volume commitment is then put through a mini competition process. Upon award, unsuccessful suppliers are delisted from the NHS Supply Chain online catalogue for the duration of the contract.

Supply chain resilience is essential and so all participating suppliers are required to provide assurance of their capability to fulfil volume requirements before they enter the eAuction/ sealed bid. Quality patient care is paramount and all NCP products are procured from suppliers who have been awarded onto existing Framework Agreements, meaning suppliers have already been assessed and have met pre-qualification requirements. Additional product assurance aims to provide customers with the confidence and assurance of products using a process of clinical evaluation and engagement with clinical users. This is provided via a network of trusted customers who support the development of NHS Supply Chain Category Strategies. Broader customer assurance through wider clinical engagement can also be utilised. The clinical assurance process is overseen by the Clinical and Product Assurance team (CaPA).

## Summary

The renewal of the **Couch Roll and Wipers** NCP procurement exercise has now been awarded.

### Couch Roll and Wipers

Both the Couch Roll and Wiper products are made from over issued newspaper, which is a key component accounting for 70% of the overall product make up. In the last 4 years, the market has seen increases in the cost of over issued newspaper, paper and pulp, along with a shortage in supply.

Rising energy prices have also had an impact on the energy intensive paper making process, contributing to around 18% of the overall product make up.

As a direct consequence of these market forces, our Couch Roll and Wiper suppliers have requested a 25% price increase to cover these increasing costs.

The main objective of this NCP procurement activity was to supersede this by mitigating the requested price increases and also stabilising product pricing for 24 months. In turn the outcome is to deliver the best price into the NHS.

As a result of this NCP activity, the proposed price increase has been reduced from **25%** to **14.5%** and will deliver a cost avoidance to the NHS of **10.5%\***.

Category	NHS Supply Chain: Hotel Services
Framework	Paper Hygiene
Sub category	<ul style="list-style-type: none"> <li>▶ Couch Roll</li> <li>▶ Couch Roll/Wipers</li> </ul>
Winning suppliers	Sole award to Essity
Launch date	3 June 2019
Length of commitment	24 months
Catalogue codes to be delisted	1 NPC code is being delisted: MJT044
Date trusts will receive Trust Impact Statement	Available soon
Is the product currently in use within the NHS?	Yes
NHS Supply Chain current market share	75% market share on Couch Roll and Wipers

## NCP Supplier Impact

- ▶ Essity is the successfully awarded supplier for both Couch Roll and Wipers.
- ▶ Products of the following unsuccessful supplier will be removed (delisted) from the online catalogue for a minimum period of 24 months:
  - ▶ Kimberly Clark Limited

## Next Steps

- ▶ Trust Impact Statements will be available shortly.
- ▶ An ICN containing the full list of NPCs impacted by this change and list of the new NPCs will be available shortly.
- ▶ The ICN will also contain full details of the product areas and which suppliers have been awarded to supply each.

\* Anticipated annualised savings figures are calculated following conclusion of the award process and are based on national Core Banded pricing using the last 6 months volumes. The impact of margin removal due to the Central Funding model has not been taken into account. Please note these are subject to change after Trust Impact Statements are produced due to further pricing reconciliation. For further details please contact NHS Supply Chain.