

Nationally Contracted Products programme notification: Mini Competition Outcome

Surgical Face Masks

NCP procurement activity achieves 31% (£622k)* national savings opportunity



The Nationally Contracted Products (NCP) programme

Nationally Contracted Products (NCP) initiative is strategically co-led by NHS Improvement and the Department of Health and is being operationalised by the NHS Business Services Authority through NHS Supply Chain.

NCP is a procurement tool that aims to implement the Carter Report recommendations to harness the national buying power of the NHS, remove “unwarranted product variation” and improve efficiency. The initiative is focused on driving savings through reducing variety at a sub category level and channelling national commitment to this reduced product range. Using a NHS Supply Chain Framework Agreement, this volume commitment will then be put through a mini competition process. Upon award, unsuccessful suppliers will be 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 on existing Framework Agreements, meaning suppliers have already been assessed and have met the pre-qualification requirements. Additional product assurance is via reference to the CET evaluation reports and the NHS Trusted Customer programme, where trusted customers provide input throughout the process to ensure outcomes meet customer requirements.

Summary

Within the Single Use Theatre Protective Clothing Framework the sub category of Surgical Face Masks was selected to go through a procurement exercise as part of the NCP programme. The aim of the re-opening of competition was to:

- ▶ Deliver savings to the NHS through lower upfront pricing to support the national pricing strategy.
- ▶ Reduce unwarranted product variation through a rationalisation and standardisation exercise. Standard surgical facemasks have been standardised to a Type IIR (splash resistant) mask and through aggregation and commitment of volumes has delivered savings for a product that is suitable for use in various clinical settings.

Category	Single Use Theatre Protective Clothing
Sub Category	Type IIR Standard Face Mask
Winning Supplier(s)	Molnlycke Health Care Ltd
National Savings Opportunity	31% (£622k)*
Date trusts will receive trust impact statement – highlighting the local savings opportunity	Will be available w/c 18 June
Launch Date	27 July 2018
Length of commitment	12 months with the option to extend for a further 12 months
Catalogue Codes to be delisted	101 lines to be delisted
Is the product currently in use within the NHS	Yes
NHS Supply Chain current market share	39%
Estimated expected growth in the market share	Anticipated growth = 85%

NCP Supplier Impact

Molnlycke Health Care Ltd is the successfully awarded supplier for the Surgical Face Mask NCP (see above detail).

- ▶ The following eight suppliers have been delisted from the online catalogue for a minimum period of 12 months:
 - 365 Healthcare
 - 3M United Kingdom Plc
 - Halyard Health UK Limited
 - IMS Euro Ltd
 - Iskus Health UK Ltd
 - Medline Industries Ltd
 - Shermond
 - Valmy Sas Limited

Next Steps

- ▶ Trust Impact Statements were made available by w/c 18 June 2018.
- ▶ An ICN containing the full list of NPCs impacted by this change and list of the new NPCs will be available shortly.

For further information on the NCP programme please contact the Operational Productivity team at NHS Improvement on nhsi.procpprogramme@nhs.net.

* Anticipated annualised savings figures are calculated following conclusion of the award process and are based on national banded pricing using the last 6 months volumes. 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.