

Nationally Contracted Products procurement notification: eAuction outcome

Film and Film Island Dressings
NCP procurement activity achieves
37% (£2.5 million)* national savings opportunity



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

This procurement exercise was undertaken for **Film and Film Island Dressings**. The aim was to rationalise the range, but to continue to offer clinicians a variation of dressings at the best price in relation to quality and product assurance requirements.

Four suppliers have been awarded per lot, who will offer a broad choice of core products within a rationalised range. Sourcing products from the same supplier will help ensure consistency in clinical use which in turn can help reduce waste and clinical time.

Category	NHS Supply Chain: Infection Control and Wound Care
Framework	General Wound Care

Sub category ▶ Lot 1 - Film Dressings
▶ Lot 2 - Film Island Dressings

Winning suppliers	<p>Lot 1 365 Healthcare 3M United Kingdom Plc Richardson Healthcare Limited Smith & Nephew Healthcare Ltd</p> <p>Lot 2 365 Healthcare Paul Hartmann Limited Richardson Healthcare Limited Smith & Nephew Healthcare Ltd</p>
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National savings opportunity 37% (£2.5 million)*

Date trusts will receive Trust Impact Statement – highlighting the local savings opportunity	Expected week commencing 20 May
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Launch date 8 July 2019

Length of commitment	Up to 24 months with an option to extend for a further 12 months
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Catalogue codes to be delisted Circa 120 NPC codes

Is the product currently in use within the NHS?	All products are currently available
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NHS Supply Chain current market share 90% in the Acute market and 20% in the Community market

Estimated expected growth in the market share	The aim is to maintain the current market share
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NCP Supplier Impact

- ▶ 365 Healthcare, 3M United Kingdom Plc, Paul Hartmann Limited, Richardson Healthcare Limited and Smith & Nephew Healthcare Ltd are the successfully awarded suppliers for Film and Film Island Dressings NCP.
- ▶ Products of the following unsuccessful supplier(s) will be removed (delisted) from the online catalogue for a minimum period of 24 months:

Lot 1	Lot 2
Aspen Medical Europe Ltd (Ex Unomedical)	3M United Kingdom Plc
BSN Medical Limited	Aspen Medical Europe Ltd (Ex Unomedical)
Clinisupplies Ltd	BSN Medical Limited
IMS Euro Ltd	Clinisupplies Ltd
KCI Medical Ltd	IMS Euro Ltd
L&R Medical UK Ltd	L&R Medical UK Ltd
Molnlycke Healthcare Ltd	Medicareplus International Ltd
Paul Hartmann Limited	Molnlycke Healthcare Ltd
Shermond	Shermond
Vygon UK Ltd	

Next Steps

- ▶ Trust Impact Statements are expected week commencing 20 May.
- ▶ 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.
- ▶ For further information on the NCP programme please contact the Operational Productivity team at NHS Improvement on: nhsi.procprogramme@nhs.net

* 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.