

Nationally Contracted Products programme notification: Mini Competition Outcome

Surgical Theatre Gowns

NCP procurement activity achieves

33% (£1.5m)* 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 Theatre Gowns was selected to go through a procurement exercise as part of the NCP programme.

The aim of the mini competition was to:

- ▶ Deliver nationally available savings in the form of a lower upfront pricing in support of the national pricing strategy.
- ▶ Reduce variation in product ranges through a rationalisation and standardisation exercise.
- ▶ Seek strategic direction from NHS customers to ensure a balanced approach to clinical and commercial needs are considered.

Awarded products within this exercise have been independently tested against the requirements of **BS EN 13795:2011+A1:2013** this is the standard which relates to Surgical drapes, gowns and clean air suits, used as medical devices for patients, clinical staff and equipment. General requirements for manufacturers, processors and products, test methods, performance requirements and performance levels.

Category	Single Use Theatre Protective Clothing
Sub Category	Sterile gown - standard SMMS performance with 2 hand towels (Size Large, Extra Large and Extra Large Extra Long)
Winning Supplier	IMS Euro Ltd - Medic standard performance with 2 hand towels
National Savings Opportunity	33% (£1.5m)*
Date trusts will receive trust impact statement – highlighting the local savings opportunity	w/c 16 July 2018
Launch Date	28 August 2018
Length of commitment	12 months
Catalogue Codes to be delisted	Circa 185 lines to be delisted
Is the product currently in use within the NHS	2 out of 3 product lines awarded are already in use within the NHS
NHS Supply Chain current market share	39%
Estimated expected growth in the market share	Anticipated growth = up to 60%

NCP Supplier Impact

IMS Euro Ltd is the successfully awarded supplier for the Surgical Theatre Gowns NCP Lot 1 (see above detail).

The following 12 suppliers have been delisted from the online catalogue for a minimum period of 12 months:

- | | |
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| 365 Healthcare | Iskus Health UK Ltd |
| 3M United Kingdom Plc | Kimal Plc |
| Full Support Healthcare Ltd | Molnlycke Health Care Ltd |
| Guardian Surgical | Medline Industries Ltd |
| Halyard Health UK Limited | Pennine Healthcare |
| IMS Euro Ltd (products not part of the NCP to be delisted) | Unisurge International Ltd |

Next Steps

- ▶ Trust Impact Statements will be available week commencing 16 July 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.procprogramme@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.