

A view from a Head of Procurement & Supplies

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Purpose

My purpose for this session is to:

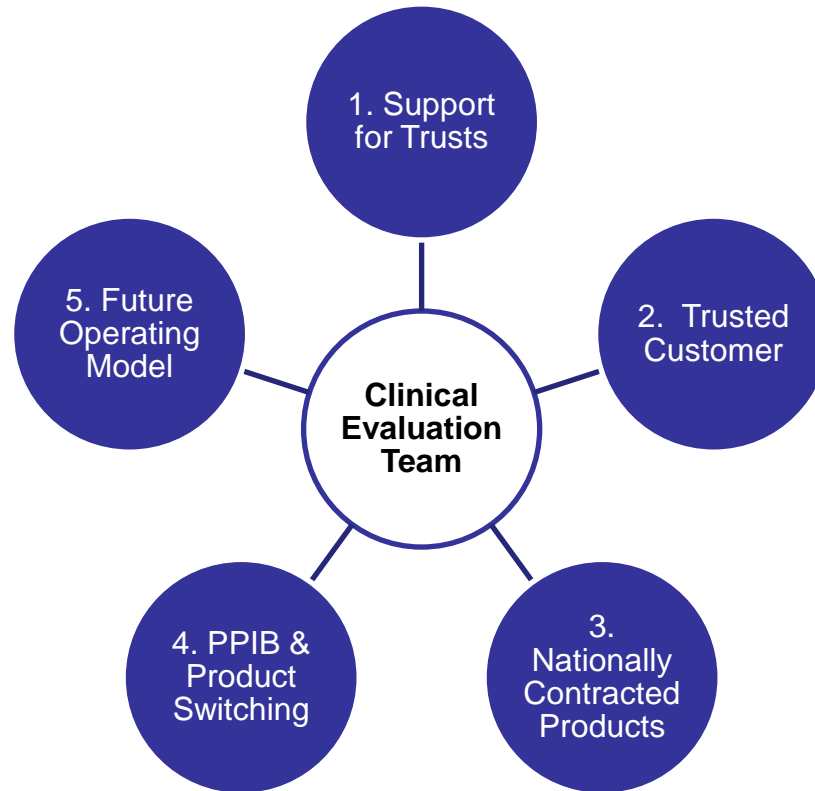
- share our clinical procurement experience as a Trust
- outline how we think the CET will benefit Trusts & the NHS as a whole

Our experience

- Working with colleagues to deliver 'Caring at its best'
- Our Clinical Procurement Specialist provides an invaluable resource to ensure we consider 'best value AND best patient outcomes'
- Most products (no matter how simple in appearance) require investigation prior to switching
- And time invested at the front end saves a lot of time later on:
 - Improves compliance
 - Builds trust and rapport
 - Ensures the right products are purchased at the right quality
 - Minimises any misunderstandings which could have serious consequences for our patients

In our view excellent clinical engagement is a 'must' not 'a nice to have'

The CET team can bring significant benefits to Trusts and the wider NHS:



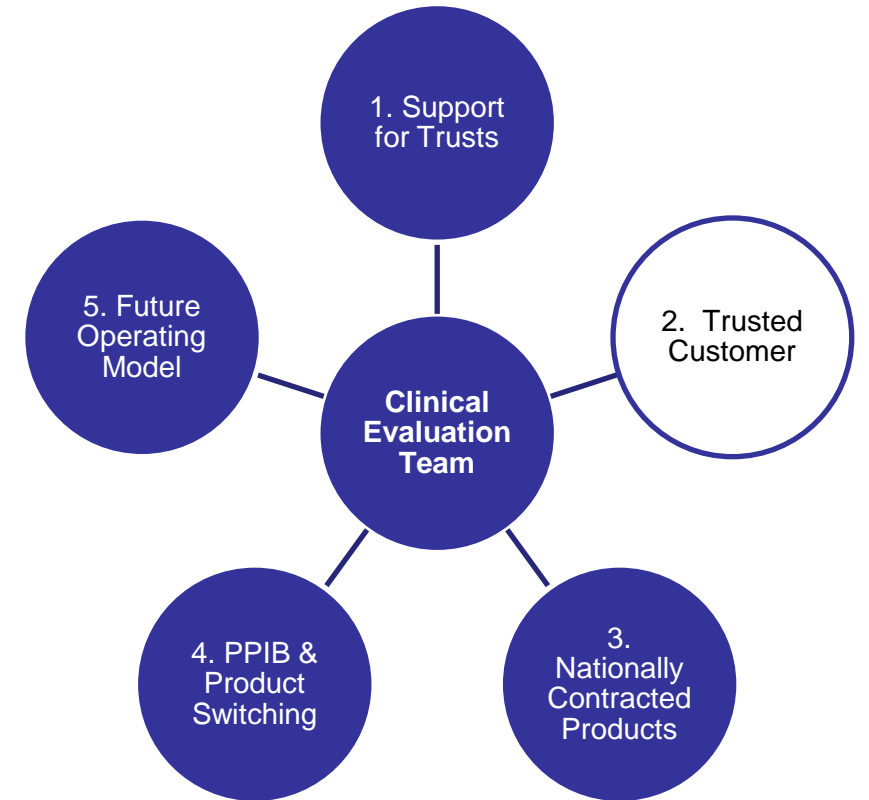
1) Trust Support

The CET rating system will:

- Support Trust Procurement teams and colleagues to find the right product for their trust – particularly helpful for those smaller Trusts without dedicated Clinical Procurement support
- Provide robust evidence of suitability (referenced by clinical literature, NICE guidance, MHRA reports and RCN standards to name a few)
- This should:
 - minimise the duplication of effort;
 - enable decisions to be made a lot quicker; and
 - provide an element of clinical choice as appropriate

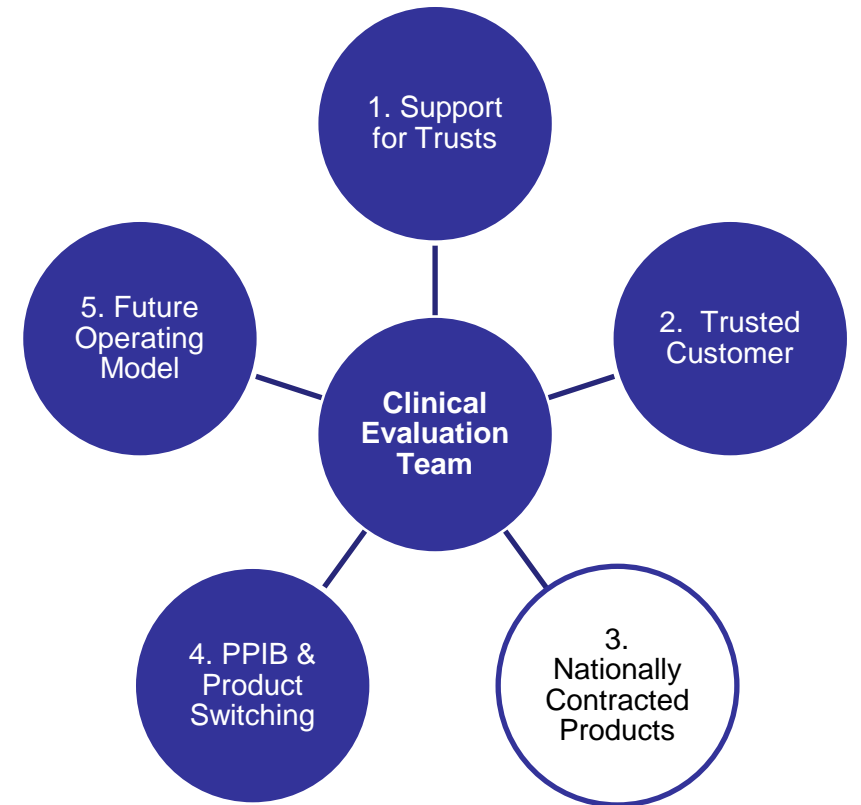
2) Trusted Customer

- At UHL we are one of 24 NHS SC 'Trusted Customers'
- As a 'Trusted Customer' we are working with NHS SC to provide guidance and support on their Procurement Strategies
- The programme is working well and as part of this work we have been working with Stephanie McCarthy (CET) to evaluate core list options and product switches.



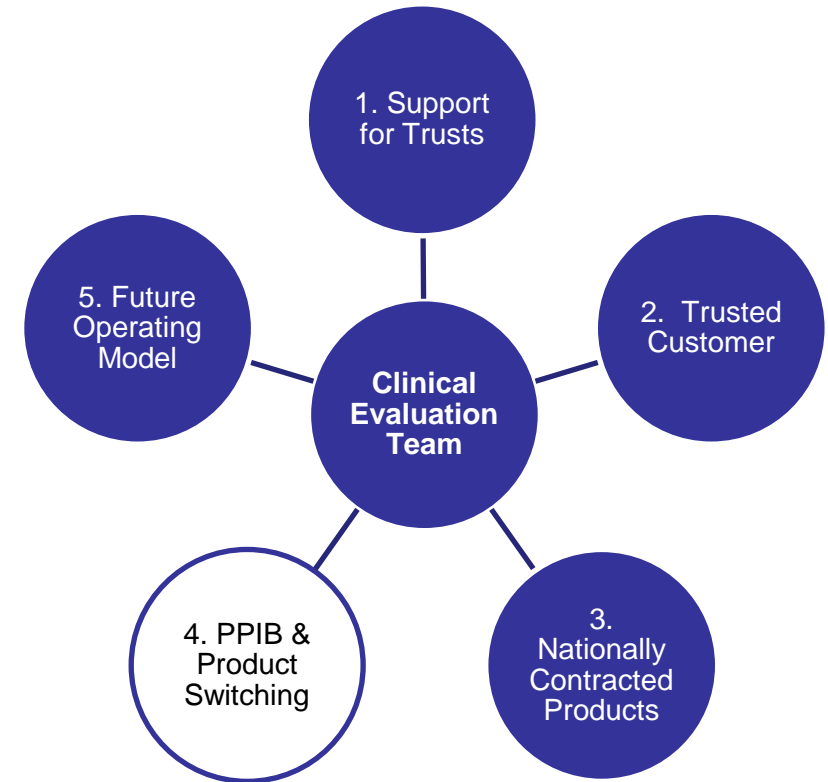
3) Nationally Contracted Products

- Key programme to support the £300m national saving target
- We need this to be successful and must learn from past experiences
- In our view this requires excellent clinical engagement at a national level
- The CET and Trusted Customer programme is key to achieving this.



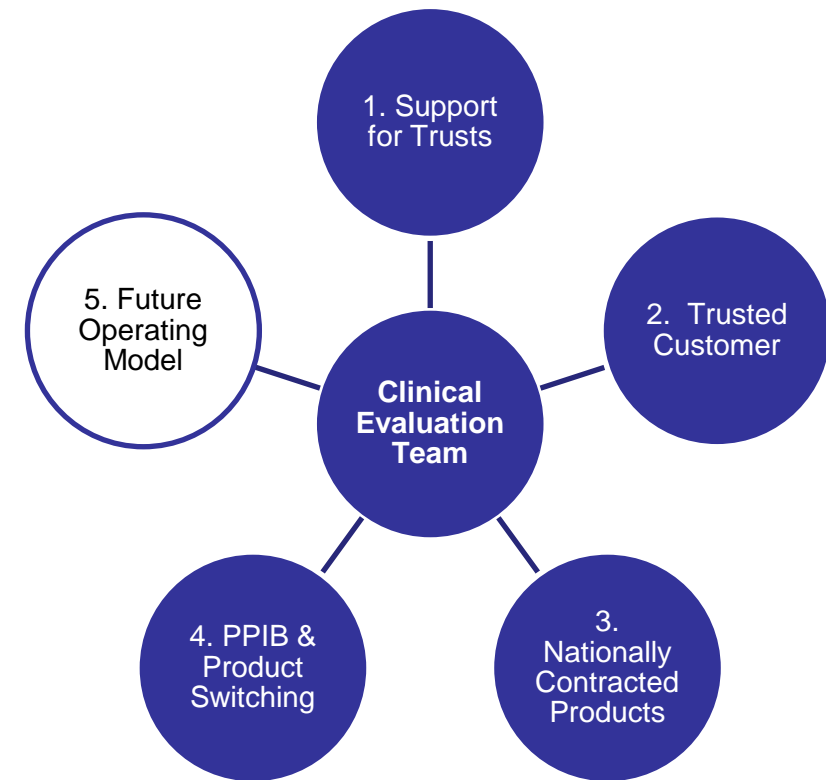
4) PPIB and Product Switching

- A national price benchmarking tool is now rolled out
- It highlights some good like for like price savings
- In my view however the ultimate potential is if we can develop a product switching view.
- To be successful this needs PPIB, NHS SC, BSA and the CET to all work together.



5) NHS SC Future Operating Model

- As most people should know the current NHS SC contract is being tendered very shortly
- This potentially changes the national procurement landscape significantly
- The CET must however continue play a key role in the future procurement landscape for the NHS.



Summary

- We all need to work together to deliver best value AND the best patient outcomes
- The Clinical Evaluation Team can add real value by doing much of the clinical advisory work at a national level
- There are lots of potential opportunities for the CET to make a difference now and in the future
- In our view the team should play a key role in the future NHS Procurement Landscape