

Future Operating Model

The benefits of the FOM



Benefits to the NHS as a whole

- The FOM will flex the tremendous buying power of the NHS through national demand aggregation. This is a key enabler for securing value for money for NHS Trusts and taxpayers.
- The new model will release funds that can be used in front line services..
- All Trusts will benefit regardless of spend level, location or team size.

Quality improvements to Trusts

- A move to Category Tower providers who understand clinical needs, product usage, and customer behaviour will drive range management and enable Trusts to optimise choice and reduce product variations.
- Clinical evaluation will take place on an industrial scale within all related categories. This will be under robust clinical assurance and approval by the in-house supply chain management function.

Service enhancements for Trusts

- Improved account management and embedded support from an in-house delivery team will enable Trusts to identify and realise available savings and support product switching.

Benefits to the procurement profession

- The FOM will help Trust procurement teams by simplifying the consumables procurement landscape, allowing them to focus on other spend, such as services and estates.
- Within the central procurement functions, strategic supplier and contract management will be prioritised, enabling innovation and enhanced commercial capability benefiting the whole NHS.