

NHS Procurement

*Selling into the NHS amidst
the Carter reforms*

16 November 2017 | Birmingham

EVENT OVERVIEW

This one day specialist event will provide an up to date 'where are we now' with the implementation of Lord Carter's recommendations and examine how these will impact on you selling to the NHS.

A year on from his review into productivity and effectivity, the recommendations for NHS procurement are quickly taking shape.

His overall aim - a reduction of at least 10% in non-pay costs delivered across the NHS by April 2018 and increased transparency of prices from Trust to Trust.

Join current and prospective suppliers to the NHS and you will:

- Discuss the current procurement landscape: the challenges and opportunities of the Carter challenge
- Hear the NHS Improvement vision for healthcare providers
- Understand how NHS procurement is developing and moving forwards
- Hear from a number of NHS Trusts on how they are implementing the Carter recommendations and modernising their practices
- Learn about the NHS procurement family and routes to market and how they will need to make efficiency savings
- Hear about the work of London Procurement Partnership
- Get insights into working locally with a NHS Trust
- Examine national benchmarking and cataloguing systems
- Supplier credentialing – what is needed and where

Gain insider insights and top tips from expert speakers at the heart of NHS procurement. They will take you through the changes and advise on how best to continue to sell into the NHS.

In association with
conventus
Healthcare Communications

CHAIR



Helen Lisle

Director of Procurement and Supplies, Newcastle Upon Tyne Hospitals NHS Foundation Trust; Immediate Past Chair, HCSA.

An experienced procurement professional and a Fellow of both the Chartered Institute of Procurement and Supply (CIPS) and the Chartered Management Institute (CMI).

Helen is also a specialist assessment consultant for CIPS and was the elected representative for the North East on the CIPS National Council 2008-2011.

Helen joined the NHS in 2009 after 22 years in Local Government, and following senior roles within Northumbria Healthcare NHS Foundation Trust and County Durham and Darlington NHS Foundation Trust she joined The Newcastle upon Tyne Hospitals NHS Foundation Trust.

EXPERT SPEAKERS



Mario Varela, Managing Director
NHS London Procurement Partnership



Joe Lever, Procurement Director
Salford Royal Hospitals NHS Trust



James Minards, Key Account
Manager, GHX



Lucy Chatwin, Business Manager
West Midlands Coastal Academic
Health Science Network

Wilmington
Healthcare

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AGENDA

9.30 REGISTRATION

10.00 **Welcome and Chair's introduction**

Helen Lisle

10.05 **Scene setting – Lord Carter's
final report into efficiency in
NHS procurement**

- Challenges and opportunities
- Recommendations
- Implications for NHS Trusts and suppliers

Helen Lisle

10.30 **The work of NHS London Procurement
Partnership as an NHS intermediary**

What opportunities exist for suppliers?

- How we will deliver the Carter challenge
- Expectations from the NHS, what do we look for?
- Top tips for working with our organisation

Mario Varela

11.00 **Questions**

11.05 Morning tea/coffee

11.30 **Lord Carter's final report into efficiency
in NHS Procurement (cont'd)**

- Challenges and opportunities
- Recommendations
- Implications for NHS Trusts and suppliers

Helen Lisle

12.00 **NHS Procurement Modernisation
- working locally with an NHS Trust**

What opportunities exist for suppliers?

- How we will deliver the Carter challenge
- Expectations from our NHS Trust and what we look for
- Top tips for working with our organisation

Joe Lever

12.30 **Questions to morning speakers**

13.00 LUNCH

14.00 **What the NHS eProcurement Strategy means
for suppliers**

Getting cataloguing right

James Minards

14.30 **How Academic Health Science Networks can
help your business**

- To promote and guide suppliers with innovative products through procurement pathways
- Understand how to break into the NHS
- Help access funds
- Getting past gate keepers

Lucy Chatwin

15.00 **Question and answer session**

A chance to pose a question relevant to your business/market to speakers

15.30 **Summary and end of the day**