

NHS Procurement: What you need to know

*Preparing your business for the
Future Operating Model*

27 February 2018
Norton Folgate | London

EVENT OVERVIEW

2018 is a red-letter year for procurement in the NHS, with the introduction of a new and greatly expanded supply chain contract and Lord Carter's ideas becoming policy – the so-called 'Future Operating Model'. Additionally, significant structural changes are affecting purchasing in the NHS.

STPs and ACSs, new procurement towers and aggregate purchasing will all affect your territories, points of sale and sale opportunities. Alongside these changes, new cost-control measures brought about by greater price transparency and a system-wide efficiency drive make the procurement landscape ever more challenging to negotiate.

This important event explains what is happening in NHS procurement and what you need to do about it now to understand and take advantage of the new procurement market.

BENEFITS OF ATTENDING:

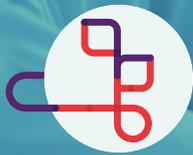
-  Access intelligence on how NHS procurement will transform once the Future Operating Model goes live so your business is full prepared
-  Gain insight from NHS leaders on the policy initiatives such as the Carter Review and GIRFT that are changing the way the NHS does business
-  Interact with procurement experts from the NHS and business world to make sure your specific questions are answered
-  Acquire a comprehensive overview on the changing NHS procurement landscape by investing just one day out of the office

The event is supported by HSJ, the UK's leading intelligence service for healthcare leaders.

WHO SHOULD ATTEND?

This event is aimed at representatives from the pharma industry and NHS suppliers responsible for:

- Procurement
- Contracts and tendering
- Business development
- Commercial
- Healthcare partnerships
- Key accounts
- Market access
- Marketing
- NHS liaison
- Regional NHS territories
- Sales
- Strategic engagement



NHS Procurement: What you need to know

Preparing your business for the Future Operating Model

27 February 2018
Norton Folgate | London

SPEAKERS



John Chater has responsibilities at Wilmington Healthcare that include events, training, editorial and bringing new ideas about customer engagement to market.

He sat the Law Society Finals many years ago, then ventured off into writing, which he has done professionally for over twenty years (starting out in Whitehall as a ministerial speechwriter and policy drafter).

Since then he has mostly written about the NHS and welfare. In healthcare he has worked as a content author and trainer at several places, including Binley's, Commissioning Support for London and NHS London's Medical Directorate. In social care he was head of external relations at Royal British Legion Industries.



Douglas Findlay, Co-Chair of the Oxford Academic Health Science Network (AHSN) Patient Experience Operational Group.

From the late 1980s until 2007 Douglas worked in the medical devices and the pharmaceutical industries after which he moved to work as a Learning and Development specialist for Wellards.

An enthusiastic advocate of the NHS, Douglas became a board member of Healthwatch Reading in 2013 and this has led on to a number of different healthcare assignments related to patient advocacy and the NHS.



Nick Carding is a correspondent at the Health Service Journal. He covers efficiency in the NHS and how the service is responding to the Carter Review, particularly within procurement, estates, pathology, facilities management, and other back-office functions.

Nick has been at HSJ for just under a year, and previously worked as the Eastern Daily Press' health correspondent in Norwich.



Alyson Brett, CEO, NHS Commercial Solutions. After graduating from Kings College and the London School of Economics, Alyson began her career in the retail procurement sector, and then as an NHS Graduate trainee and has continued as a procurement professional ever since.

Prior to her appointment as the CEO of NHS Commercial Solutions in July 2007, Alyson held the post of Procurement Director for the Surrey and Sussex NHS Supply Management Confederation, and has held a number of strategic and operational senior roles along the way and completed an MBA from Reading University.



Anna King, is the Commercial Director of the Health Innovation Network and a founding partner of DigitalHealth.London, both part of the AHSN Network.

Before becoming an integral part of the Health Innovation Network, Anna was the Commercial Programme Director at London Commercial Support Unit. In this role, she was integral in designing, implementing and managing a range of clinical and administrative programmes across 15 acute trusts within London, in addition to managing pan-London independent sector contracts for a range of providers.

Prior to joining the NHS, Anna was a Director with Grove Investments, and managed both bolt-on acquisitions for Barchester Healthcare and investment in Trilogy Health Services (based in the USA).

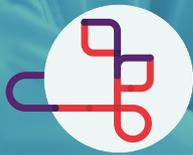


Rob Knott, Chief Strategy Officer, Virtualstock (former National Director, NHS Procurement, Department of Health).

Rob is a known influencer and innovator with a track record of over 20 years in leading the transformation of procurement and supply chain management at the highest levels in both the public and private sectors. In 2015, he became a Director at Virtualstock, a disruptive supply chain optimisation technology company supporting many of the UK's largest retailers.

Within 12 months of joining, he created partnerships and relationships that would bring nearly 100 NHS trusts to Virtualstock, firmly establishing its brand within healthcare and Government. Previously, Rob was National Director of NHS Procurement in the Department of Health.

He was author of the national strategy 'Better Procurement, Better Value, Better Care' and a key member of Lord Carter's Productivity and Efficiency team seeking to influence the £24 billion annual spend across NHS providers. He is a Fellow of the Chartered Institute of Purchasing and Supply (CIPS).



NHS Procurement: What you need to know

Preparing your business for the Future Operating Model

27 February 2018
Norton Folgate | London

AGENDA

9.30 REGISTRATION

10.00 **Welcome and Chair's introduction**

- How to get the best out of the day
 - Theme of the day
- Douglas Findlay**, Co-Chair of the Oxford Academic Health Science Network (AHSN) Patient Experience Operational Group

10.15 **How structural changes to the NHS will affect your current procurement processes**

- Gain an understanding of how the NHS procurement geography is radically altering so you're up to speed on the latest developments
- Find out who your new customers are in STPs and ACSs
- Learn about the new points of sale for your product and how this affects procurement processes going forward

John Chater, Solutions Director, Education and Learning, Wilmington Healthcare

10.45 **Understanding the regulatory role of NHS Improvement and what it means for your customers**

- Find out why NHS Improvement is a vital part of the system architecture in terms of procurement
- Learn how NHS Improvement is delivering the Carter Review and what impact this is having on NHS trusts
- Explore the model hospital toolkit and learn how the data from it is being used at a trust level

Mark Gronow, Regional Head of Procurement (South), NHS Improvement

11.05 **Panel Discussion: Exploring the business implications of Lord Carter's review into efficiency**

- Take part in a discussion to find out what progress has been made in implementing the Carter Review
- Hear first-hand what implications the review has had on NHS trusts and their suppliers
- Get insight into what opportunities could be derived for suppliers from the Carter Review

Panelists: **Nick Carding**, Correspondent, HSJ
Mark Gronow, Regional Head of Procurement (South), NHS Improvement. **John Chater**, Solutions Director, Education and Learning HSJ

11.30 REFRESHMENTS

11.45 **Getting it Right First Time (GIRFT): What role suppliers can play in reducing unwarranted variation**

- How Getting it Right First Time (GIRFT) is reducing unwarranted variation and what this means for procurement of services
- Hear how the original pilot programme is being rolled out to more than 30 medical specialities and what cost savings this is anticipated to generate for the NHS

- Get advice on how your organisation should engage and could benefit from close alignment with GIRFT recommendations

12.30 LUNCH

13.15 **The Future Operating Model (F.O.M) for NHS Procurement: What this means for your business**

- How will the Future Operating Model (F.O.M) affect tendering and procurement processes for NHS suppliers
- Get insight on how the 10 procurement towers will operate so you have a greater understanding of how your organisation can do business with the NHS
- What are the expectations for the new procurement framework and how are suppliers being engaged on the new process

Alyson Brett, Chief Executive, NHS Commercial Solutions. **Howard Blackith**, Programme Director for the Procurement Transformation Programme, Department of Health

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

- Hear how AHSNs can provide you with the link between cutting edge patient pathways and the health economy
- Find out what support the AHSNs can offer if your organisation finds itself blocked from the procurement towers
- Get insight on who the gatekeepers are and how to break a high value product into the NHS with AHSN support

Anna King, Commercial Director, Health Innovation Network

14.45 REFRESHMENTS

15.00 **What the new procurement landscape means for your customers in the NHS**

- Get the inside track on how an average trust will adapt to new procurement rules
 - Will the new procurement towers become a threat to your business?
 - Learn about the solutions and alternatives that are available outside of the Future Operating Model (FOM) framework
- Rob Knott**, Chief Strategy Officer, Virtualstock (former National Director, NHS Procurement, Department of Health)

15.30 **Panel Discussion: Your questions answered**

Take advantage of a final opportunity to have your questions answered with the speakers who have appeared throughout the day

16.00 **Close of Conference**



Wilmington
Healthcare

In association with
FOR HEALTHCARE LEADERS
HSJ