

# The NHS: What's Happening

Understanding your customers in the STP and ICS landscape

22 March 2018 | The Birmingham Conference and Events Centre, Birmingham



## EVENT OVERVIEW

The NHS is going through systemic change as Sustainability and Transformation Partnerships (STPs) evolve into Integrated Care Systems (ICSs) and begin to work at a much larger scale to serve whole health economies.

For suppliers to the NHS this means a long-term reduction in the number of providers and commissioners meaning fewer points of sale. The impact of these changes for suppliers is that at every level of the NHS there will be new configurations of buyers and providers.

As STPs and ICSs develop further it is imperative your business gains a competitive edge by acquiring a comprehensive understanding of the new NHS landscape.

Join Wilmington Healthcare's expert team of thought leaders for this essential event that will provide you with the knowledge to navigate the new NHS.

Their rich insight will be complimented by real world case studies from national and local NHS leaders who are spearheading these transformational changes.

## BENEFITS OF ATTENDING:

- Get real world insights from NHS leaders to better understand their challenges
- Gain knowledge of the changing NHS to perform more effectively in your role
- Interact with Wilmington Healthcare experts to get your specific questions answered
- Acquire a comprehensive NHS update 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:

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

## SPEAKERS:

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

**Bob Ricketts**, Director of Commissioning Support Services Strategy, NHS England

**Dave West**, Senior Bureau Chief, HSJ

**Steve How**, STP Analyst, Wilmington Healthcare

**Paul Maubach**, Chief Executive Officer, NHS Dudley CCG

**John Chater**, Solutions Directors, Learning & Education, Wilmington Healthcare

**Oli Hudson**, Business Innovation Consultant, Wilmington Healthcare

**Dr Dan Bunstone**, Clinical Chair, NHS Wirral CCG

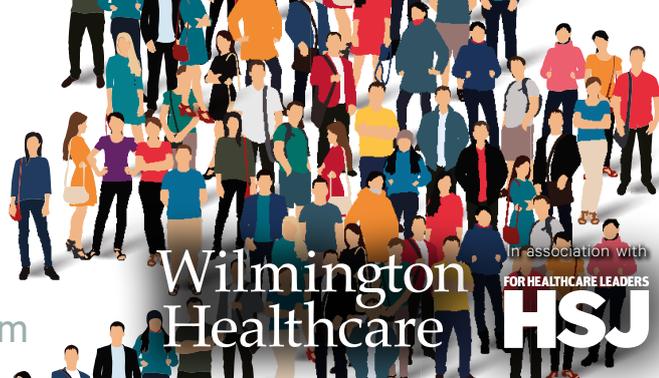
Wilmington  
Healthcare

In association with  
FOR HEALTHCARE LEADERS  
HSJ

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### AGENDA

9.30 REGISTRATION

#### 10.00 Welcome and Chair's introduction

- How to get the best out of the day
- Theme of the day
- Jargon buster: your guide to NHS acronyms

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

#### 10.20 Integrating health and care systems: What's next for the NHS

- Find out from NHS England their vision for integrated health and care systems and what the projected timeline will be
- Understand what the legal basis is for these organisations and how they will be managed and regulated
- Get clarity on the role of NHS England in supporting and developing this programme and what their measures of success will be

**Bob Ricketts**, Director of Commissioning Support Services Strategy, NHS England

#### 10.55 Framing the current NHS environment

In this informal interactive session, a Wilmington Healthcare expert will frame the current NHS landscape. During this session, you will be able to assess your own knowledge levels to help you identify any current knowledge gaps.

- Setting the scene – clarifying how the system fits together
- Outlining what is changing and why
- How The Five Year Forward View is guiding change and reviewing progress to date

**John Chater**, Solutions Directors, Learning & Education, Wilmington Healthcare

11.15 REFRESHMENTS

#### Moving to population health - Identifying the opportunities as STPs transition to ACSs

11.30 Overview of the STP programme from HSJ's accountable care expert

**Dave West**, Senior Bureau Chief, HSJ

11.50 Gain unique insight in to what the STP Plans actual mean in practice from an industry expert

**Steve How**, STP Analyst, Wilmington Healthcare

12.10 Hear an STP plan brought to life by a system leader to understand how your organisation can support  
**Paul Maubach**, Chief Executive Officer, NHS Dudley CCG

12.45 LUNCH

#### 13.30 What's happening to commissioning - are CCGs still relevant?

- Outlining the status of CCGs now STPs and ACSs are here
- Understanding why CCG mergers are happening and what it means
- How to plan your commercial strategy to take advantage of the changes
- Assessing the impact of moving specialised commissioning from NHS England to CCGs

**Oli Hudson**, Business Innovation Consultant, Wilmington Healthcare.

**Dr Dan Bunstone**, Clinical Chair, NHS Wirral CCG

#### 14.15 Panel Discussion: Developing your understanding of the new health systems in the NHS

- Question our expert panel to fill your knowledge gaps on STPs, ACOs and ACSs
- Hear the panel debate the risks and opportunities for the NHS that will come from this transformation programme
- Understand what these changes will mean for your organisation's relationship with the NHS

#### 15.00 Building the customer landscape so your organisation can navigate the new NHS

In this closing session, a thought leader from Wilmington Healthcare will reflect and reinforce the day's learning to ensure your understanding of the STP and ACS framework is complete. It will cover:

- Analysis of what the new customer landscape in the NHS looks like and how you can develop and retain these relationships
- Gain intelligence on who the clinical and financial decision makers are in the new NHS and what you need to do to engage with them
- Find out the next steps for the NHS to enable you to keep track of and adapt to the changing environment

**John Chater**, Solutions Directors, Learning & Education, Wilmington Healthcare

15.30 Closing Remarks and End of Conference

