



NHS Procurement: What you need to know

*Preparing your business for the
Future Operating Model*

25 April 2018

The Birmingham
Conference and Events
Centre | Birmingham

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 ICSs, 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 one-day event explores what is happening in NHS procurement and what you need to do to 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 fully prepared
-  Gain insight from NHS leaders on policy initiatives such as the Carter Review 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

SPEAKERS:

Douglas Findlay, Co-Chair of the Academic Health Science Network of Networks and the Oxford Academic Health Science Network Patient Experience Operational Group

David Smith, Regional Head of Procurement (Midlands & East), NHS Improvement

Nicholas Carding, Correspondent, HSJ

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

Alyson Brett, Chief Executive, NHS Commercial Solutions

Oli Hudson, Content Director, Wilmington Healthcare

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SPEAKERS



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.



Nicholas Carding is a correspondent at 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.

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



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

Douglas works alongside a diverse range of NHS organisations at local, regional and national levels.

He has a particular interest in encouraging patient involvement at all levels within the NHS. Having originally trained and worked as a high school teacher, in the late 1980s until 2014 Douglas worked in the medical devices and the pharmaceutical industries where he worked in Sales, Healthcare Liaison and Training Management.



Oli Hudson worked for Wellards for 11 years, coming from a background of PR and journalism. As editorial director he was responsible for the content of the site wellards.co.uk and also has customer-facing roles in training, consultancy

and development.

Oli has worked closely with the NHS via the NHS-Industry procurement partnership programme, and developing education on value in healthcare for industry with Right care czar Sir Muir Gray.

As Business innovation consultant at Wilmington Healthcare he now works with the NHS and industry on a host of training, access, collaboration and partnership projects.



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.

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.

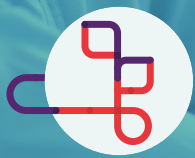
David Smith, MSc MCIPS, Regional Head of Procurement, NHS Improvement

David Smith has been functioning in purchasing and supply chain management within a broad and diverse supplier base, on an international basis for over 20 years, whilst working within both automotive and heavy construction equipment sectors, before moving into the NHS over 8 years ago.

David has created, restructured and transformed many procurement functions, in both private and public sectors, through utilisation of innovative and refreshing methodologies, which has led to both national and international recognition. David holds a Masters Degree in Procurement.

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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
- 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 ICSs
 - Learn about the new points of sale for your product and how this affects procurement processes going forward
- Oli Hudson, Content Director, Wilmington Healthcare*
- 10.45** **Understanding the regulatory role of NHS Improvement and what it means for your customers**
- How we are transforming NHS procurement to deliver better services to trusts and patients;
 - Update on PPIB, Nationally Contracted Products programme and the DH future operating model;
 - What suppliers can expect and how we can work together.
- David Smith, Regional Head of Procurement (Midlands & East), 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: *David Smith, Regional Head of Procurement (Midlands & East), NHS Improvement; Nicholas Carding, Correspondent, HSJ and Oli Hudson, Content Director, Wilmington Healthcare*
- 11.30** REFRESHMENTS
- 11.45** **What the new procurement landscape means for your customers in the NHS**
- Get a leading expert's perspective on how trusts will adapt to the new procurement landscape
 - The new procurement category towers – an opportunity or a threat to your business?
 - Learn about the solutions and alternatives outside of the Future Operating Model (FOM)
- Rob Knott, Chief Strategy Officer, Virtualstock (former National Director, NHS Procurement, Department of Health)*
- 12.30** LUNCH
- 13.30** **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.*
- 14.20** **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
- Panelists: *Alyson Brett, Chief Executive, NHS Commercial Solutions; Nicholas Carding, Correspondent, HSJ; Rob Knott, Chief Strategy Officer, Virtualstock (former National Director, NHS Procurement, Department of Health)*
- 14.45** **Closing remarks and end of conference**
- Summary of the day
 - Final thoughts from Wilmington Healthcare expert speaker