

NHS Procurement: What you need to know

Preparing your business for the Future Operating Model (FOM)

Wednesday 3 April 2019 | Norton Folgate, London

AGENDA

9.30 REGISTRATION

10.00 **Welcome and Chair's introduction**

- How to get the best out of the day
- Outline of the themes to be discussed
- Jargon buster: your guide to NHS acronyms

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

10.15 **Setting out the current NHS landscape**

In this informal interactive session, a Wilmington Healthcare expert will frame the current NHS landscape in the context of procurement. 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 where procurement fits within the overall NHS structure
- What 10-year plan? How NHS England has updated the 5YFV and how it will affect procurement
- Where is the new money? Who will pay for MedTech under the new 10-year plan: stakeholders and budgets
- Outlining the new NHS landscape and what it means for MedTech

Oli Hudson, Content Director, Wilmington Healthcare

10.45 REFRESHMENTS

11.00 **Exploring what F.O.M (Future Operating Model) means for the NHS and suppliers**

- How will the Future Operating Model (F.O.M) affect tendering and procurement processes for MedTech companies
- Hear an overview on how the procurement towers will operate and engage with hospital providers and suppliers
- Gain insight into the role of Supply Chain Coordination Limited (SCCL) and how it will function
- Learn about the new expectations for the new procurement framework and how suppliers are being engaged on the new process

Chris Holmes, Supply Chain Director, Management Function of NHS Supply Chain

12.00 **Panel Discussion: How the Procurement Towers will function in practice**

The leaders of the relevant procurement towers to MedTech will discuss their role, priorities and how they're already engaging with hospital providers and suppliers before moving into a panel discussion.

Take advantage of the opportunity to have your specific questions answered by the representatives from the procurement towers you're working with.

CHAIR: **Nicholas Carding**, Correspondent, HSJ

SPEAKERS: **Helen Lisle**, Managing Director, Collaborative Procurement Partnership,
Chris Robson, Managing Director, Akeso
Nicola Harrington, Tower Director, DHL

13.15 LUNCH

14.15 **Understanding the role of NHS Improvement in procurement**

- Learn how NHS Improvement is transforming procurement to deliver better services to trusts and patients
- Receive an update on PPIB (the Purchase Price Index and Benchmark) and the nationally contracted products programme
- Gain insight on clinician engagement in procurement through GIRFT (Getting it Right First Time) and how it interacts with the FOM (Future Operating Model)
- Hear what MedTech can expect from NHS Improvement in terms of joint working and collaboration

Senior representative from NHS Improvement

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

- Get a leading expert's perspective on how hospital trusts are beginning to 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)

15.45 REFRESHMENTS

16.00 **Interactive roundtable discussion: Develop your understanding of the new procurement landscape**

- Join discussion groups on specific topic areas hosted by subject area experts from HSJ and healthcare practitioners
- Have your specific questions answered to fill any knowledge gaps you may still have
- Gain more in-depth knowledge of your chosen topic area

16.45 **Closing remarks & end of conference**

In this closing session, a thought leader from Wilmington Healthcare will reflect on and reinforce the day's learning to ensure your understanding of NHS procurement is complete

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

[CLICK HERE TO BOOK NOW →](#)