

NHS Procurement: What you need to know

Get your business up to speed with the new NHS Supply Chain operating model

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 and understanding what has changed since the Carter Review
- How the NHS long-term plan will impact procurement
- Find out who the stakeholders and budget holders are in the new NHS procurement landscape
- Understand how suppliers will be affected by changes to procurement across the NHS

Oli Hudson, Content Director, Wilmington Healthcare

10.55 REFRESHMENTS

11.10 Exploring what the NHS Supply Chain Operating Model means for the NHS and suppliers

- How will the NHS Supply Chain Operating Model affect tendering and procurement for suppliers
- Overview on how 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 functions
- Learn about the 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

Leaders from procurement towers 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 Next steps for procurement: NHS Improvement's efficiency drive

- Find out what proposals are being considered for a new procurement efficiency initiative
- What impact will proposed procurement changes have on local teams and trusts
- How will suppliers be affected and what measures can be taken now to prepare for changes

Speaker TBA

15.00 Price transparency on trust desktops - What does it mean for suppliers?

- See what trust buyers now have access to on their desktop and what they're doing next
- Understand what this means for pricing in the market and the future of pricing
- Gain insight into what suppliers are doing to adapt

Mat Oram, Co-founder & Director, AdviseInc

15.30 REFRESHMENTS

15.45 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 NHS Supply Chain operating model

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

16.30 How Academic Health Science Networks can help your business

- Hear how AHSNs can provide you with a link between cutting edge patient pathways and the health economy
- Find out what support the AHSNs can offer if your organisation isn't getting traction through existing procurement pathways
- Get insight on who the gatekeepers are and how to break a high value product or innovation into the NHS

Anna King, Commercial Director, Health Innovation Network

17.00 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

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