



Seminars

THE GUIDE

Providing key insights and intelligence to NHS suppliers



Wilmington
Healthcare

FOR HEALTHCARE LEADERS
HSJ

Are you new to working with the NHS? Or just in need of a refresher?

The **Wilmington Healthcare Seminars** are the ideal learning and education events to enhance your understanding of what's happening in the healthcare sector.

The seminars are run in partnership with **Health Service Journal**, the premier intelligence service for healthcare leaders.



The seminars aim to:

Provide NHS suppliers with a clearer understanding of the market they're operating in through talks and presentations from recognised thought leaders and subject matter experts



Connect the private sector with NHS leaders who can clearly outline the challenges they're facing and the support they require through real world case studies from the frontline



Deliver practical insight on the best methods to engage with the NHS and what the right route to market is for suppliers' products and services



For booking enquiries contact:

 @wilmhealthcare
wilmingtonhealthcare.com/events/seminars

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The NHS: What's Happening

Seminars | IN ASSOCIATION WITH **HSJ**

Seminar key themes:

- » *Development of STPs (Sustainability and Transformation Partnerships) into ICSs (Integrated Care Systems)*
- » *Examining the new NHS 10-year plan and impact of increased funding*
- » *Role of GIRFT (Getting it Right First Time) and NHS RightCare in purchasing*
- » *Impact of Carter efficiency measures on NHS providers*
- » *Future of CCGs (Clinical Commissioning Groups) and scope of large-scale primary care*

For further information, visit:
www.wilmingtonhealthcare.com/events/seminars

UPCOMING EVENTS

The NHS: What's Happening

Wednesday 5 December 2018
LONDON

The NHS: What's Happening

Tuesday 5 March 2019
LONDON

The NHS: What's Happening

Tuesday 4 June 2019
LONDON



Cost of attendance



Need to book more than 5 places?

For multi-booking discounts, call our team: **020 7608 9072**

Date	Location	Preview Rate	Preview Rate Ends	Early Bird Rate	Early Bird Rate Ends	Standard
05/12/2018	London	£299	19/10/2018	£399	16/11/2018	£499
05/03/2019	London	£299	11/01/2019	£399	15/02/2019	£499
04/06/2019	London	£299	19/04/2019	£399	17/05/2019	£499

For booking enquiries contact:

Syed Ali, Head of Attendee Sales t: 020 7608 9072
e: syed.ali@wilmingtonhealthcare.com

[@wilmhealthcare](https://twitter.com/wilmhealthcare)
wilmingtonhealthcare.com/events/seminars

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NHS Procurement: What you need to know

Seminars | IN ASSOCIATION WITH **HSJ**

Seminar key themes:

- >> *Exploring the Future Operating Model (FOM)*
- >> *Understanding the NHS Supply chain management function – Supply Chain Coordination Limited (SCCL)*
- >> *How the new Procurement Towers will operate*
- >> *NHS Improvement’s role in procurement*
- >> *Updates on PPIB (Price Purchase Index and Benchmark)*

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UPCOMING EVENTS

NHS Procurement: What you need to know
(FOR MEDTECH SUPPLIERS)
Wednesday 7 November 2018
BIRMINGHAM

NHS Procurement: What you need to know
(FOR MEDTECH SUPPLIERS)
Wednesday 3 April 2019
LONDON



Cost of attendance



Need to book more than 5 places?
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Date	Location	Preview Rate	Preview Rate Date	Early Bird Rate	Early Bird Rate Date	Standard
07/11/2018	Birmingham	£299	07/09/2018	£399	19/10/2018	£499
03/04/2018	London	£299	02/02/2019	£399	16/03/2019	£499

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What's new for Wilmington Healthcare Seminars this year

» Pre-course questionnaire:

Take advantage of tailored learning opportunities by completing several questions pre-event so our speakers can tweak their presentations and directly address your learning objectives

» Post-seminar report:

Benefit from an in-depth report which captures critical questions and discussions points, key takeaways, stats and quotes and commentary from our speakers

» Learning materials:

Take away copies of full presentations from the seminar so you can share your learning with colleagues from your organisation

» Guide to the NHS:

Consolidate your learning with a free 175-page free book which is an indispensable guide to understanding the NHS

» Interactive sessions:

Get specific questions answered during interactive roundtable sessions with our expert speakers so all your knowledge requirements are answered on the day



Why attend Wilmington Healthcare Seminars

- ✓ Perform more effectively in your role and contribute fully to your organisation's commercial strategy by gaining extensive knowledge of the changing NHS
- ✓ Better understand the challenges and priorities of your NHS customers by hearing real insights from NHS leaders
- ✓ Interact with subject matter experts from HSJ and Wilmington Healthcare for advice on how to develop an engagement strategy for working with the NHS
- ✓ Receive a comprehensive update on the NHS landscape by investing just one day out of the office – the most time efficient way to build your knowledge and understanding

Wilmington Healthcare Seminar speakers include:



Simon Banks

Chief Officer of Wirral Health and Care Commissioning



Dan Bunstone

Chair of Warrington CCG



John Chater

Solution Director, Wilmington Healthcare



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



Nick Carding

Correspondent, HSJ



Steve How

Business Development Director, Wilmington Healthcare



Oli Hudson

Content Director, Wilmington Healthcare



Rob Knott

Chief Strategy Officer, Virtualstock



Paul Midgley

Director of NHS Insight, Wilmington Healthcare



Rebecca Thomas

Correspondent, HSJ



Dave West

Deputy Editor, HSJ

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"Great panel of presenters that was able to answer a wide range of questions"
Helen Twigg, UK Operations Manager, NxStage

"A good workshop/conference which updated me on the key changes in the NHS and how this will affect the marketing and positioning of our services for the future"
Ivan Doncaster, Business Development Advisor, Fairford Medical Ltd

"Interesting and helped to re-enforce some of the market access strategies we have in place"
Andrew Costello, Product Specialist, Lima Orthopaedics

"Great to hear the NHS being spoken about so honestly - very refreshing!"
Cora Graham, Business Development Manager, BOC Healthcare

"Informative and good explanations – despite the topic (NHS structure) – being complicated, ever changing and often unknown"
Paula Coupland, Strategic Partnership Manager, Medtronic Ltd

"A varied top-level conference delivered by experienced and knowledgeable speakers"
Stephen Shaw, Corporate Account Manager, Cook Medical

"Lots of great information and very interactive giving plenty of opportunity to ask questions"
Benn Moffat, Business Development Manager, Zarges UK

"(The seminars) always provide me with a shortened version of what is happening in the NHS and concentrates on key points. I could not spare the time to do all the research myself; so, these events are invaluable"
Caroline Curran, National Accounts Manager, Clinimed Ltd



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