

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

John Chater, Solutions Director, Wilmington Healthcare

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

Shiraz Essop, Senior Supplier Relationship Manager, 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,
Jane Harrison, Tower Director
Christopher Hassall, Tower Director
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

John Chater, Solutions Director, Wilmington Healthcare

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

SPEAKERS



John Chater has responsibilities at Wilmington Healthcare that include events, training, editorial and bringing new ideas about customer engagement to market.

He has written about health and social care for over twenty years, starting out in Whitehall as a ministerial speechwriter and policy drafter. He has worked as a content author, policy drafter, communicator and trainer in all sectors, including Wellards, Binley's, Commissioning Support for London and NHS London's Medical Directorate. In social care he was head of external relations at Royal British Legion Industries.

He is particularly interested in the way environmental changes in healthcare affect the business environment of NHS suppliers in all sectors and markets.



Mat Oram is Co-Founder and Director of Adviselnc with over 19 years' experience in procurement and analytics, Mat has worked across all levels of the health system from local trust transformation, through to regional procurement and national policy/delivery.

Mat is passionate about helping buyers and suppliers drive value from data, providing access to insight in a way that is easy to use and enables users to take action. He leads the development of Adviselnc's growing analytics team, using the latest tools and technologies to provide easy to use applications that deliver insight in Product Price Benchmarking, Spend Analytics, Bank & Agency, HR, Medicines and Inventory Management.

Mat is the creator of the Price Benchmarking tool (PPIB in England) and was the first to roll out product price benchmarking at scale across the English & Welsh health systems.



Nicola Harrington is the Procurement Director for Ward Based Consumables, Infection Control and Wound Care, working for DHL Supply Chain Ltd, the awarded category tower service provider for the new NHS Supply Chain model.

Nicola joined the NHS Supply Chain organisation in 2008 as a senior buyer, before progressing to Head of Category, then Head of Transformation Programme for Savings before obtaining the Consumables Procurement Director position in 2016. During her time within NHS Supply Chain Nicola has accumulated a wealth of knowledge around both the commercial and operational model; contributing significantly through leading and implementing innovative savings strategies, resulting in DHL Supply Chain Ltd over-delivering against the Department of Health's £300m cash releasing savings target back to the NHS.

Prior to joining NHS SC she worked as a buyer for over 10 years in the fashion industry within both high street and catalogue retailers.

Nicola currently leads a team of over 70 procurement and clinical specialists, focussed on delivering collaborative procurement initiatives, ensuring the products delivered to the NHS offer both quality and value.

In addition to her procurement role, Nicola is the Chair of DHL's Red Chair Network; the Red Chair Network aims to break down divisional barriers and promote diversity across the DHL UK organisation through networking events, self-development sessions and webinars.

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

SPEAKERS



Helen Lisle is the Managing Director of the Collaborative Procurement Partnership (CPP). CPP LLP is a Category Tower Service Provider providing critical procurement services to the Department of Health and Social Care's redesigned NHS Supply Chain. CPP LLP is responsible for three of the six clinical category towers that provide NHS organisations with vital products to support patient care.

Prior to joining CPP LLP in July 2018 Helen held a number of senior positions within the public sector including, The Newcastle upon Tyne Hospitals NHS Foundation Trust, Northumbria Healthcare NHS Foundation Trust, County Durham and Darlington NHS Foundation Trust and Northumberland County Council.

Helen was the Chairman of the Health Care Supplies Association (HCSA) 2015-17. Preceding her Chairmanship, Helen held the position of HCSA Learning and Development Lead.

An experienced procurement professional and a Fellow of both the Chartered Institute of Procurement and Supply (CIPS) and the Chartered Management Institute (CMI), Helen is passionate about procurement and supporting others in their procurement journey; she is part of a national mentoring team; has represented the North East of England on a number of national boards and particularly enjoys the boards supporting professional development. She is also one of CIPS specialist assessment consultants and a member of the CIPS Fellowship Panel.



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 customerfacing 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 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. Within 12 months of joining, he created partnerships and relationships that would bring nearly 100 NHS trusts to Virtualstock, firmly establishing its brand within healthcare and Government.

Previously, Rob was National Director of NHS Procurement in the Department of Health. 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.

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

SPEAKERS



Anna King is the Commercial Director of the Health Innovation Network, the South London Academic Health Science Network (AHSN) and a founding partner of DigitalHealth.London.

Anna has been instrumental in establishing the Health Innovation Network at the forefront of the spread and adoption of innovation in the NHS. She has lead on the development of relationships between the Network and industry, the growing expertise in digital innovation and the implementation of evidence-based interventions to improve the health and care for Londoners. She designed, developed and has delivered the DigitalHealth.London Accelerator Programme supporting approx 100 digital health companies over the last 3 years. She has sat on the management board for SBRI Healthcare, as well as chairing its Finance Audit and Risk Committee.

Prior to joining the Health Innovation Network, Anna held a number of senior regional commercial and improvement roles in the NHS.

Anna qualified as a Chartered Accountant with PricewaterhouseCoopers, and spent 13 years working there, primarily providing corporate finance advice to a wide range of health and social care clients, including GSK, Roche and Aventis. As well as working in private equity, investing in a range of healthcare businesses in the UK and internationally.



Nick Carding is a correspondent at the 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.