

# The NHS: What's Happening

## Educating NHS suppliers on how to navigate the new NHS landscape

Tuesday 4 June 2019 | Norton Folgate, London

### PROGRAMME

#### 9.30 – 10.00 REGISTRATION

#### 10.00 – 10.15 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,  
Learning & Education, **Wilmington Healthcare**

#### OVERVIEW

#### 10.15 – 10.45 Setting out the current NHS landscape

In this informal interactive session, a Wilmington Healthcare expert will frame the current NHS landscape following the publication of the NHS long-term plan. 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 how the system fits together
- Outlining what is changing in the commissioning system and what this means for suppliers
- How NHS England's strategic vision has changed from the Five Year Forward View to the 2018 funding settlement and NHS long-term plan

**John Chater**, Solutions Director,  
Learning & Education, **Wilmington Healthcare**

#### 10.45 – 11.00 COFFEE BREAK

#### THE BIG PICTURE

#### 11.00 – 11.45 Next steps on delivering the NHS long-term plan – The NHS England view

- Understand how development of ICSs from STPs is being prioritised as a new service model for the NHS
- Find out how the NHS long-term plan is approaching unwarranted variation and how this is supported locally through ICSs / STPs
- Hear more about the role of primary care networks (PCNs) and what is being done to tackle upstream demand
- Learn how the NHS is using population health management as a new service model to improve health outcomes and reduce inequalities
- Gain insight into what the move to population health means for CCGs and specialised commissioning

**Bob Ricketts**, Director of Commissioning Support Strategy and Market Development, **NHS England**

#### 11.45 – 12.15 Interpreting the NHS long-term plan – 5 key takeaways from HSJ

In this session, led by the deputy editor of HSJ, you'll hear key takeaways, analysis and crucial interpretation of the NHS long-term plan – insight that isn't provided by the NHS itself or mainstream media.

- Hear about what timetables have or have not been established to meet deadlines for reform
- Gain insight into what may happen next for commissioning and system structures
- What's missing from the plan and will the Spending Review provide further clarity?

**Dave West**, Deputy Editor, **HSJ**

#### 12.15 – 13.00 LUNCH BREAK

#### THE LOCAL VIEW

#### 13.00 – 13.25 Systems in transition – a view from the Wirral

- Find out more detail on the new system architecture with a view from the Wirral
- How are place based working principles operating in practice in Cheshire and Merseyside ICS
- Understand how the neighbourhood approach is changing delivery of primary care thanks to the introduction of multi-agency and multi-disciplinary teams

**Simon Banks**, Chief Officer, **NHS Wirral CCG and Wirral Health and Care Commissioning**

#### 13.25 – 13.45 Identifying the opportunities as the NHS transitions to ICSs by 2021

- Overview of NHS England's STP and ICS programmes from HSJ's integrated care expert
- Gain unique insight into STP and ICS plans and what they mean in practice
- Learn about the next steps for implementing population health management across the NHS

**Dave West**, Deputy Editor, **HSJ**



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#### VALUE & IMPROVEMENT

**13.45 – 14.30** The Value agenda, The NHS long-term plan priorities and what it means for suppliers

- How the improvement agenda has changed following publication of the NHS long-term plan and why this links to GIRFT and RightCare initiatives
- Understand the value agenda and the triple value for improving population healthcare and maintaining financial sustainability
- Find out how the NHS is tackling unwarranted variation and how this affects suppliers as the future shape of healthcare transforms over the next decade

**Professor Matthew Cripps**, Director, Sustainable Healthcare, NHS England

**14.30 – 14.45** COFFEE BREAK

#### THE MONEY

**14.45 – 15.15** Assessing the future financial outlook for the NHS and how this impacts suppliers

- How much money is the NHS getting as part of the NHS long-term plan settlement and where is the cash being spent?
- Find out what the increased investment means for primary care
- Hear about the timetable for implementing a new National Tariff and payment reform and what this means for suppliers

#### OPPORTUNITIES FOR SUPPLIERS

**15.15 – 15.55** Interactive Session: What the NHS long-term plan means for suppliers

In this closing and interactive session, thought leaders from Wilmington Healthcare will reflect and reinforce the day's learning to ensure your understanding of the NHS long-term plan. This is your opportunity to have specific questions answered and get advice from experts with knowledge of both the NHS and experience from industry. The session will cover:

- Analysis of what the new customer landscape in the NHS looks like and how you can develop and retain these relationships
- Gain intelligence on who the clinical and financial decision makers are in the new NHS and what you need to do to engage with them
- Find out what the ICS programme means for NHS suppliers and how your commercial priorities may change as a result

**Steve How**, Business Development Director, Wilmington Healthcare

**Paul Midgley**, Director of NHS Insight, Wilmington Healthcare

**15.55 – 16.00** Closing Remarks

**John Chater**, Solutions Directors, Learning & Education, Wilmington Healthcare

**BOOK YOUR TICKETS**



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### SPEAKERS



**Steve How** is the Business Development Director for Wilmington Healthcare, with a key focus that includes the translation of NHS policy information and data into insight to support healthcare related business.

Prior to this (and coinciding with the controversial 2012 Health and Social Care Act!) Steve had set up Exarca Health a business development consultancy specialising in Key Account Management and partnership working with the NHS.

He also has many years experience with blue chip pharmaceutical and Health IT companies in delivering and implementing solutions based marketing and sales strategies.

Steve is passionate about facilitating partnerships to develop better healthcare. Whether that is linking up various providers and suppliers in the NHS, supporting industry on their strategic approach to working with the NHS or supporting public engagement with their local NHS.

Steve has taken an active role in developing and implementing assurance and public governance and is a member of the Alliance Leadership Board for the Better Together PACS Vanguard in Mid Notts and a Governor of Nottinghamshire Healthcare Foundation Trust.



**Professor Matthew Cripps**, Director, Sustainable Healthcare, NHS England, created and developed the RightCare approach and embedded NHS RightCare as a national programme in NHS England, active in every local health economy, with a focus on population healthcare improvement to deliver the best care to patients. He now leads on spreading the concepts of population healthcare, optimal value, improvement and clinical and financial leadership in improvement and is a member of NHS England's Medical Directorate senior team.



**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.



**Bob Ricketts**, Director of NHS England from August 2017, leading the development of a new framework to provide NHS systems with support to help them build their capacity and capability, especially in digital and service transformation and population health management. The framework was launched in December 2017 for bidders to become accredited and will be available for use by the NHS and local authorities from May 2018.

Previously seconded from the Department of Health to NHS England from September 2012, s to develop excellent and affordable commissioning support services. Launched the CSS Lead Provider Framework in February 2014.

Continuing active interest in supporting the adoption of outcome-based commissioning in the NHS and social enterprise.

Previous Director roles within the Department of Health leading policy on commissioning, developing the NHS Standard Contract, competition policy, patient choice and choice of any qualified provider, enabling the participation of social enterprises within health & social care, transforming community services and supporting the passage of the Health & Social Care Act.

External interests include chairman of Disability Initiative, a Surrey-based neuro-rehabilitation charity, researching, writing and lecturing on local and postal history, and Cairn Terriers.



**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.

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**Paul Midgley** has been an active Patient Leader since 2006 when he was appointed to the board of Principia CIC (Practice Based Commissioning Group for Rushcliffe), contributing to various committees in local NHS and Social Care organisations in South Nottinghamshire, including the newly formed Greater Nottingham Integrated Care Partnership's Citizens' Advisory Group. He is also a Patient Senate member at East Midlands Academic Health Science Network, Council member for East Midlands Clinical Senate, chair of NHS Rushcliffe CCG's Patient Cabinet, vice chair of NHS Rushcliffe CCG's Patient Active group, and chair of Musters Medical Practice Patient Participation Group. Previous committee roles have included the prioritization panel at Nottinghamshire Healthwatch and various committees at Principia and NHS Rushcliffe CCG including the Clinical reference group and Finance and Performance committee, plus chairing the Nottinghamshire Darzi Quality Board's PPI committee.

In working life, as a member of Wilmington Healthcare's Thought Leadership Group, Paul leads NHS and joint industry events around service transformation, particularly in mental health, neurology, diabetes, dermatology, gastroenterology & liver, rheumatology & MSK and other long-term conditions. He co-chairs over 40 regional network conferences per year relating to the above conditions and has co-chaired more than 100 Regional Network events since 2011 for >6000 delegates.

Paul spent over 15 years after graduating from Leeds University with a BSc in Biotechnology working in various commercial roles with the Pharmaceutical Industry prior to leaving in 2000 to set up his own training consultancy HealthCare Partnership, which was acquired by NHS in 2012 and Wilmington plc in 2014.



**Simon Banks** joined NHS Wirral Clinical Commissioning Group (CCG) in May 2017 as Chief Officer. He is also the Chief Officer of Wirral Health and Care Commissioning, an organisation that brings together Wirral Council and NHS Wirral CCG to commission health and care for Wirral residents. He is also the Senior Responsible Officer for the Healthy Wirral place based system sustainability programme. Simon has worked in health and care in either the voluntary sector or the NHS for his whole career.

Simon's experience in the voluntary sector came through working as a Patient Advocate with the Citizens' Advice Bureau in Ashworth Hospital. He then worked for Age Concern Cheshire in roles that encompassed information and advice, lobbying and campaigning. Simon joined the NHS in July 2000 as Chief Officer, Warrington Community Health Council before moving to work in Warrington Community Healthcare NHS Trust and 5 Boroughs Partnership NHS Trust.



**Dave West** is HSJ's senior bureau chief, leading a team of journalists who cover commissioning, care quality, integration and primary care. His own work focuses on NHS England, clinical commissioning groups, and primary care reform. He also writes about the North East and Cumbria areas. Dave has been at HSJ since 2008. In 2013 won the Medical Journalists' Association professional journalist of the year award and in 2014 was named one of the top 10 journalists on Twitter by the Press Gazette. He has been nominated for awards for HSJ's interactive clinical commissioning group map. His past work has covered acute care, quality indicators, and informatics.

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