



This forum is designed to enable finance leaders and senior procurement professionals to discuss developments within the procurement community contributing to the overall NHS savings requirement. It will showcase some of the best NHS procurement initiatives currently helping to drive value, as well as give you the opportunity to network with colleagues from across the country to discuss issues and share experiences.

Plenary sessions from key NHS procurement leaders will outline how NHS Improvement and Department of Health are facilitating more co-ordinated procurement for trusts, helping to drive savings in everyday consumables, through to larger scale procurement initiatives, via central action and local support. This, coupled with exploring case-studies in smaller sub-plenary sessions will enable you to share learning and best practice around processes and implemented solutions to turn potential savings into a reality. The forum will enable you to better understand the opportunities for efficiencies in procurement, and the tools available to examine their organisation's performance.

## Provisional Programme

- 08.00**      **Registration, exhibition and networking**
- 08.30**      **Breakfast workshops**
- 09.30**      **Workshops**
- 10.30**      **Coffee and networking**
- 11.00**      **Chair's welcome and housekeeping**
- 11.05**      **The Future of NHS Procurement**  
*Paul West, Director of Procurement & Corporate Services, NHS Improvement*  
*Howard Blackith, Programme Director - NHS Procurement Transformation, Department of Health*
- 12.30**      **Lunch**
- 13.30**      **Plenary case study**
- 14.15**      **Panel Q&A**

<b>15.00</b>	<b>Coffee and networking</b>
<b>15.30</b>	<b>Workshops</b>
<b>16.30</b>	<b>Workshops</b>
<b>17.30</b>	<b>Forum close</b>

## Workshops

### Breakfast workshops 08.30 – 09.30

#### **(1A) Trends in NHS procurement and their impact**

***Beth Loudon, Head of Procurement Commercial Development, NHS Shared Business Services***

The NHS landscape is constantly shifting. Developments such as STPs, Integrated Care Systems, the Future Operating Model and Carter metrics, combined with unprecedented operational and financial pressures are having a significant impact on procurement strategy and delivery.

Beth will join us to examine how these developments could be combined with changes in the supplier marketplace and skills shortages at a local level to create a perfect storm and how finance and procurement professionals alike can futureproof their service?

Delegates will gain:

- strategies and tactics for dealing with the pressures faced by NHS organisations daily
- Insight into how NHS organisations can approach their procurement strategies
- understanding of the impacts that NHS landscape changes are having on procurement
- guidance on how to develop their procurement services in their organisations

#### **(1B) Session TBC**

#### **(1C) Session TBC**

### Workshops 09.30 – 10.30

#### **(2A) Getting assurance through accreditation**

***Matthew Tattersall, Director of Finance & Brian Saunders, Head of Procurement and Supplies Department, The Hillingdon Hospitals NHS FT & Mark Gronow, Procurement Lead for the South West, NHS Improvement***

In January 2018, Hillingdon became the first London trust to be accredited to Level 1 Standards for Procurement. The Carter Review recommended this scheme, however as not mandatory many trusts have not taken advantage of the opportunities it offers.

Mark will give delegates an introduction to the standards, the thinking behind the push for accreditation and the measures trusts need to take in order to achieve level 1 and then level 2.

Matthew will join us to offer his personal perspective on the standards, including why he supported his team working towards accreditation. He will share his view on how the standards have given him assurance as a finance professional and how he feels Hillingdon's procurement function has improved as a result.

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As Head of Procurement at a large acute hospital, Brian will share with delegates how they practically implemented the framework and approached the accreditation process in order to achieve the standard, and outline the resulting advancements made in e-procurement, materials management and efficient stock holding.

**(2B) The benefits of implementing Carter and Scan4Safety and how to prioritise requirements**

**James Minards, Key account manager, GHX UK Ltd**

This session will give delegates an overview of the benefits and efficiencies NHS organisations have achieved through implementing Carter and Scan4Safety. Delegates will hear vital pointers on where they should be prioritising their efforts within their organisations to deliver real benefits and maximise returns on investment.

**(2C) Working collaboratively – understanding the procurement law issues**

**Andrew Daly, Partner, Hemptons**

It is becoming harder to avoid being challenged when running a procurement law process. This interactive session will consider the consequences of being challenged, both financial (these can be significant) and practical (extensive management time requiring “backfilling” of posts, damage to reputation etc.). As well as covering some of the key areas of risk.

Hemptons’ specialist procurement law team deals with challenges on a day to day basis and act for both the claimants and defendants so have the knowledge to be able to share with delegates key learning points to seek to ensure that their organisations risks can be mitigated.

## **Workshops 15.30 – 16.30**

**(3A) Data and Analytics based decision driving procurement savings**

**Scott Pryde, Procurement Analytics and Intelligence Lead, NHS Improvement**

Synopsis TBC

**(3B) Working SmartTogether: innovation and capability change through shared services and procurement hubs**

**David Lawson MCIPS, Chief Procurement Officer, Guy’s & St Thomas’ NHS FT & Kate Anderson, Associate Director of Finance, Lewisham and Greenwich NHS Trust**

Tasked with a cost improvement programme for an organisation with an annual turnover of £1.3 billion and over 2 million patients, David has identified financial savings throughout Guy’s & St Thomas and South East London with the implementation of 'SmartTogether'.

SmartTogether is responsible for the procurement and supply chain management for Guy's and St Thomas', Lewisham and Greenwich, Dartford and Gravesham NHS Trusts. Great Ormond Street now also plans to join the service.

David will join us to share with delegates:

- the context in which the changes have been made, and the key challenges it faces
- structure and approach around the shared service
- example of the innovation and capability change made as a result
- Key areas of improvements and next areas of focus

Kate will join the session to add her personal reflections on the service from a finance perspective and outline how her organisation is benefiting.

**(3C) Transforming Procurement in a Blue Light Service**

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***Mike Fairbotham, Associate Director of Procurement and Logistics, Yorkshire Ambulance Service NHS FT and chair of the National Ambulance Procurement Board***

In January 2015 Mike joined Yorkshire Ambulance Service with the specific remit of transforming their procurement function. In the three years Mike has and his Procurement department have improved to such an extent that they were finalists in the 2017 Supply Management awards in two categories.

In this session, Mike will give an overview of the key steps he took to achieve the improvements within his trust.

### **Workshops 16.30 – 17.30**

- (4A) Contract management – delivering ROI and transforming community services**  
*Lee Radford, and Edd berry, Deputy Director of Finance, Wirral Community NHS FT*

Synopsis TBC

- (4B) Session TBC**

- (4C) Session TBC**

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