



## Procurement Forum 24 May 2018

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.

## Programme

**08.30** Registration, exhibition and networking

**09.30** Workshops

**10.30** Refreshments, exhibition and networking

**11.00** Chair's welcome

*Kim Li, Director of Finance, South Warwickshire NHS FT*

**11.05** The Future of NHS Procurement

*Paul West, Director of Procurement & Corporate Services, NHS Improvement*

Paul will join us to give the system wide view of how procurement is changing in the NHS and how innovation and a re-focusing of effort and capability is needed to increase Contract Management, Strategic Procurement and Materials Handling & Logistics in trusts. In addition, he will share NHS Improvement's view of the future, outline the journey to be taken to get there, and explain where they expect to see transformation in the current procurement landscape.

**Howard Blackith**, Programme Director - NHS Procurement Transformation, Department of Health and social care

The Future Operating Model (FOM) has the potential to leverage the £5.6 billion spend nationally on the procurement of goods, to deliver better value for money and savings. Its creation has come as part of a strategy response to the Carter review in 2016 and seeks to be fully operational by April 2019.

In this session Howard will discuss:

- how the introduction of FOM will help trusts can reconfigure and recalibrate their procurement functions
- the challenges behind FOM and how these can be overcome
- the benefits of FOM and how it can be delivered

**12.00 Panel Q&A**

**12:30 Lunch**

**13.30 Working SmartTogether: innovation and capability change through shared services and procurement hubs**

**David Lawson MCIPS**, Chief Procurement Officer, Guy's & St Thomas' NHS FT

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.

**14.15 Panel discussion - Getting procurement out of the back office and contributing to the transformation agenda**

**Ben Shaw**, Director of Efficiency and CIP University Hospitals of Leicester NHS Trust

**David Lawson MCIPS**, Chief Procurement Officer, Guy's & St Thomas' NHS FT

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

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

**Ian White**, Transaction and Sustainable Solutions Director, NHS Improvement & North West London Procurement Alliance Director

**15.00 Refreshments, exhibition and networking**

**15.30 Workshops**

**16.30 Forum close**

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# Workshops

## Workshops 09.30 – 10.30

### (1A) **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.

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.

### (1B) **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.

### (1C) **Working collaboratively – understanding the procurement law issues**

**Andrew Daly**, Partner, Hempsons

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.

Hempsons' 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

### (2A) 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

### (2B) Transforming Procurement in a Blue Light Service

**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.

### (2C) Procurement across STP footprints

**Ian White**, Transaction and Sustainable Solutions Director, NHS Improvement & North West London Procurement Alliance Director

In this session, Ian will focus on the opportunities for organisations to work across their STP areas on procurement transformation. He will share his experiences from the North West London STP since its creation in October 2016. With a population of 2.4 million, covering 10 trusts and 8 CCG's, the STP is one of the largest in the UK, and Ian will consider the lessons learnt for procurement functions with particular attention to:

- developing procurement alliances across a STP through the collaboration of Head of Procurement
- reducing unwarranted variation in NHS supplier prices over a footprint
- implementing an operating model across an area
- establishing common procurement competencies across organisations along with staff development plans.
- identifying any overall structural changes required to the way procurement is delivered

### (2D) Reinvigorated procurement: The UHL way

**Ben Shaw**, Director of Efficiency and CIP and **David Streets**, Head of Procurement and Supplies, University Hospitals of Leicester NHS Trust

In 2015/2016, UHL reported a £34 million year-end deficit, and embarked upon a trust strategy that focuses on people, processes and partnerships. Ben was brought on board as part of this drive, with the purpose of delivering a robust procurement strategy to contribute to the savings needed.

Ben and David will join us to share how in just two years their reinvigorated procurement strategy has delivered £8 million of savings, better-trained staff and streamlined processes. In this workshop delegates will hear how they:

- overcame inefficient procurement practices through a review of the entire trust's catalogue, standardising and streamlining product choice
- created effective centralised control of procurement by removing the burden of ordering and delivering functions of day-to-day supplies from front line staff
- developed the procurement team to eliminate ineffective and ad hoc purchasing, and deliver more strategic supplier management
- built strong partnerships with stakeholders inside and outside the trust.

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