

Our Update

Welcome to our September update

Welcome to the September edition of our newsletter, I hope you all had an enjoyable summer and managed to have a break.

Our collaboration as one quarter of NHS Procurement in Partnership, along with Crown Commercial Service, has bought together the dominant public sector procurement bodies in the workforce market. The Workforce Alliance is continuing to make great progress, the next framework Clinical Staffing is now out for tender and is expected to be delivered in quarter one of 2020. The market share and coverage of our combined organisations delivers for the first time, a majority market share and aggregation of spend in the NHS market.

You can read more about the Workforce Alliance and the progress we are making on page five.

We have launched a number of frameworks since our last newsletter including Flexible Resource Pool – Staff Bank and Non-Clinical Temporary and Fixed Term Staff under the Workforce Alliance. We have also launched our new Supplementary Healthcare Services framework, which is designed to help trusts meet waiting time targets, we have more about these new frameworks on page three.

NHSi has launched the new PPIB2 tool. Trusts have been informed they must switch from PPIB to the new tool and NOE CPC will be facilitating a training event on the use of this tool. More information will follow in due course.

There has been some great work done through our bespoke procurement service. Our category lead for Healthcare Services Michelle Walker has worked with Doncaster Health Economy to create a bespoke procurement for enteral feeds, an area widely recognised as a challenge for the procurement community. You can read more about the project on page four.

This is just one of around 12 procurements we have led for members in this area over the last few years. We have had mixed success which will be no surprise given this is an extremely challenging marketplace. We have been learning from the experiences of ourselves and others and driven improvements and we are extremely proud of the work Michelle has achieved with Doncaster and their team.

There are a number of events coming up including the HCSA Winter Conference in Harrogate, our Members' Forum in November and the Healthcare Estates exhibition which NOE CPC will be attending, I look forward to seeing you at these events.

Please don't forget to take advantage of the range of legal seminars and training that we offer. As an NOE CPC member these sessions are free for you to attend and cover a range of topics from procurement refreshers to legal updates from cases across Europe. A full listing of all upcoming events we are involved in can be found on the NOE CPC website.

Keith Rowley, Managing Director

September 2019

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Events

Upcoming events are listed on page 5

Further details of all events can be found at:

www.noecpc.nhs.uk/events

Get in touch

Got questions about this Update or NOE CPC?

Contact **Cathy Cockram, Head of Customer Relations and Marketing:**

cathy.cockram@noecpc.nhs.uk

Nomination for NOE CPC HR & People Team



Our HR & People team has been nominated in the Procurement Innovation category at the NHS in the North Excellence in Supply Awards.

NOE CPC's HR & People team has been nominated for its work with the Yorkshire and Humber Community and Mental Health Temporary Staffing Workforce Cluster.

The NHS in the North Excellence in Supply awards recognise the work of businesses, third sector bodies and the NHS in working together to provide great patient care in the North of England.

At NOE CPC our dedicated teams bring together unrivalled category expertise to ensure our customers get the very best experience and support.

Joanne Barton, Senior Category Manager for HR & People said: "The community

and mental health staffing cluster came together to focus on temporary staffing within these specialist trust areas.

"We not only look at collaboration in procurement, but also the wider market and supply management.

"The cluster groups are a great forum to get together and share best practice, discuss topics of concern, learn from each other and agree the best way forward.

"I am very proud of the hard work my team has done within these clusters and we are delighted to have been nominated."

Keith Rowley, Managing Director of NOE CPC added: "Jo and her team are a real asset to our organisation, they have worked incredibly hard to bring these cluster groups together and trusts have really benefitted from the practices shared within these forums. We are very proud that her team's hard work has been recognised with this nomination."

Andrew McNichol, Workforce Information Manager at Leeds and York Partnership NHS Foundation Trust is part of the workforce cluster in Yorkshire and gave his thoughts on how attending has benefitted his trust.

He said: "Membership of the cluster collaborative has proven to be instrumental for our organisation in relation to decision making on both

policy and process for the engagement of agency staff suppliers.

"Regular engagement sessions with NOE CPC framework professionals, suppliers and subject matter experts from across the NHS provides an invaluable opportunity to ask topical questions, challenge practice and ensure that operational and strategic leads from the member NHS Trusts are the vanguard for best practice.

"For me, membership of the group tangibly demonstrates a commitment from member organisations to come together to deliver on, and exceed, the expectations of our regulatory bodies and ensure that the NHS values of delivering quality and value for our service users is at the heart of everything we do."

The HR & People team has been instrumental in working with our NHS Procurement in Partnership colleagues and our Workforce Alliance partner Crown Commercial Service to bring about three new frameworks and communicating these new agreements to our customer base. The awards will take place on Thursday 17th October at the Royal Armouries in Leeds. The very best of luck to Jo and her team.

To find out more about our HR & People framework agreements visit our website www.noecpc.nhs.uk/contracts.

New National Clinical and Healthcare Staffing framework

A new National Clinical and Healthcare Staffing framework has been published under the newly formed Workforce Alliance.

NHS London Procurement Partnership (NHS LPP) will lead and manage the framework procurement exercise on behalf of the Workforce Alliance, with the awarding authority being NHS LPP's host trust Guy's & St. Thomas' Hospital NHS Foundation Trust.

The framework will provide high quality, temporary, permanent and fixed term clinical and healthcare staffing services.

The National Clinical and Healthcare Staffing framework intends to award via seven lots:

- **Lot 1** – Nursing and Midwifery staffing
- **Lot 2** – Medical and Dentistry staffing
- **Lot 3** – Allied Health Professionals and Health Science Services Staffing
- **Lot 4** – Emergency Services staffing
- **Lot 5** – Social Care staffing
- **Lot 6** – Neutral Vendor services

- **Lot 7** – Permanent Clinical and Healthcare recruitment.

The framework intends to supersede the Collaborative Procurement Partnership National Clinical Staffing framework which has been extended and is now due to expire on the 7th August 2020. A contract notice for the new framework has been released.

If you require further information or support in regard to the new framework, please speak to a member of our HR & People team by calling 0114 212 2122 or email our support desk enquiries@noecpc.nhs.uk.

New Framework Launches



Healthcare Services and Pharmacy

Supplementary Healthcare

The NHS spends millions of pounds every year on supplementary support either on or off trust premises to help ease pressure on waiting lists. NOE CPC was approached by a number of trusts to procure this framework to help bring down waiting times and create a compliant route to market.

This short to medium term solution allows trusts to retain capacity planning in-house and ensure patients can be seen within the trust.

This framework offers a discount off tariff, meaning trusts will not pay more to use these services than it would cost them to carry out the procedures themselves, and the framework is available for both direct award and further competition.

The framework covers the following specialities both adult and paediatric:

- Cardiology diagnostics
- Diagnostic imaging
- Endoscopy
- Ear, Nose and Throat (ENT)
- General surgery
- Gynaecology
- Ophthalmology
- Orthopaedics
- Physiotherapy
- Urology.

If a trust chooses to carry out a further competition, the rate card allows for providers to bid for services they can carry out in the trust area, so not all suppliers have to be informed of the further competition. Trusts will only pay per procedure and using this framework will cut down on the need for single tender waivers.

There are a number of great benefits for trusts who choose to utilise this framework; as well as being free to access, this agreement offers a

cost-effective solution and ensures consistent standards with regard to the delivery of these services and compliance with NHS requirements.

www.noecpc.nhs.uk/contracts/supplementary-healthcare-services



HR & People

Flexible Resource Pool – Staff Bank

NHS Procurement in Partnership and Crown Commercial Service (CCS) are two public sector organisations that have come together in collaboration with the intent to explore the whole workforce portfolio of health workforce services as part of a new Workforce Alliance.

Workforce Alliance is pleased to announce the Flexible Resource Pool – Staff Bank framework to support the NHS and the public sector in their future recruitment strategies. This agreement allows you to access services to help you flexibly manage your workforce and maximise shift fill rates (filled by bank). The agreement will focus on providing staff bank services to NHS contracting authorities but is open to all public sector bodies with staff bank needs.

The agreement includes:

- The set up of a flexible resource pool (staff bank)
- Operating and managing an existing flexible resource pool (managed staff bank)
- Operating, managing, and employing or engaging a fully outsourced managed staff bank and managing contingent labour.

The benefits for NHS trusts and public sector bodies accessing this framework include:

- Support for the procurement development programme for the NHS
- Support for NHS England and NHSI Initiative to reduce agency use, expanding the use of staff banks – in particular medical staff

- End-to-end planning and delivery solutions available
- Access to a mix of experienced suppliers and capable new market entrants
- Flexible solutions available to suit customer needs
- Access to experienced providers of staff bank management solutions
- Flexible pricing to suit individual organisational needs
- Compliance checks are conducted in accordance with NHS Employers check standards, and suppliers are inspected to ensure compliance.

www.noecpc.nhs.uk/contracts/flexible-resource-pool-staff-bank

Non-Clinical Temporary and Fixed Term Staffing

The third framework to be launched under Workforce Alliance, Non-Clinical Temporary and Fixed Term Staff is a multi-lot framework, lot 1-6 gives NHS contracting authorities and all UK public sector bodies, such as local government, universities, charities and blue light services the ability to secure quality candidates regionally and nationally across the UK under a variety of specialisms including but not limited to:

- **Lot 1** – Administration and secretarial roles
- **Lot 2** – Finance, accounts and audit roles
- **Lot 3** – IT Technicians, analysts and technical engineer specialist
- **Lot 4** – Legal secretaries, paralegals and lawyers
- **Lot 5** – Clinical coders and health record secretaries
- **Lot 6** – Caterers, drivers, security, estates and maintenance roles, electricians and surveyors, environmental and science roles.

For more information or to access any of our frameworks please visit www.noecpc.nhs.uk/contracts or contact our Support Desk at enquiries@noecpc.nhs.uk or telephone 0114 212 2122.

Successful outcome for NOE CPC bespoke procurement



NOE CPC was approached by the Doncaster Health Economy for bespoke support to deliver an enteral nutrition procurement for both inpatients and patients within the community.

Comprising Rotherham, Doncaster and South Humber NHS Foundation Trust, Doncaster and Bassetlaw Teaching Hospital NHS Foundation Trust, NHS Bassetlaw CCG, and NHS Doncaster CCG, the Doncaster Health Economy required a contract for the provision of enteral feeding pumps, feeds and consumables to hospital sites and the provision of a home delivery service for community patients.

Michelle Walker, Category Manager for Healthcare Services, led the project and this included formulating and finalising a specification for the service provision for feeds, pumps, delivery service and nursing support. Michelle reviewed and revised the entire tender process and

drafted the tender documents including questions and criteria.

Providing ongoing support to Doncaster during the evaluation, Michelle managed the moderation over three days, wrote the standstill letters, issued them and concluded the process without challenge. The project was completed with full end-to-end service provision for three years with an option to extend the programme for a further 2 x 24 month periods.

Enteral nutrition has historically been considered a challenging service for procurement. Acutely aware of the potential pitfalls, Michelle designed a robust, compliant process through which to deliver the procurement. By following best practice and undertaking a thorough procurement process Michelle was able to deliver a tailored solution to meet the requirements of the Doncaster Health Economy.

Sophie Hemsall, Nutrition and Dietetics Manager at Doncaster and Bassetlaw Teaching Hospitals said: "NOE CPC and the advice and support provided by Michelle as a project lead has been absolutely essential in the procurement process. This process has been challenging but due to the level of knowledge and expertise it has been clear how challenges would be overcome and Michelle had the foresight to identify where challenges were likely to arise.

"As a result we are pleased to have procured a high-quality and cost effective

service that fully meets the needs of the patients."

Richard Somerset, Head of Procurement at Doncaster and Bassetlaw Teaching Hospitals NHS Foundation Trust added: "The procurement process run by NOE CPC was very professional, offering great advice at the appropriate stages.

"Led from start to finish by NOE CPC, linking into the procurement professionals at the trust when required, the process ran smoothly and I would highly recommend NOE CPC as an organisation who are more than capable of running or advising on any large-scale procurement exercises."

We are very proud of our bespoke procurement delivery and we have experience or working on a wide range of projects including the HCSA award winning England and National Offenders Management Service (NOMS) procurement of new Personality Disorder Service into separate prison settings.

We manage the whole procurement process and offer guidance and support throughout the project.

If you have a specific project in mind or you would like to discuss a bespoke solution to a complex procurement requirement, please contact our team on 0114 212 2122 or email our dedicated support desk at enquiries@noecpc.nhs.uk

NOE CPC Rolling workplan update

Current Projects

- Contrast Media plus Related Consumables – re-procurement of the existing NOE CPC framework, in the initial scoping phase of the project, expected June 2020.
- Funeral Services – project initial scoping, OJEU and ITT to be launched week commencing 16/09/2019. Expected delivery date 01/12/2019.
- Supplementary mental health placements to support NHS capacity requirements – procurement in

progress, tender closes 23/09/2019. Expected delivery date 01/11/2019.

- Taxi Services – procurement in progress. OJEU and ITT issued, framework is out to tender, closing date 13/09/2019. Expected delivery date 01/10/2019
- Soft Facilities Management – project is in initial scoping. Forecast delivery date 01/01/2020.
- Clinical and Healthcare Staffing (Workforce Alliance) – procurement in progress, OJEU and ITT has been issued. Closing date 20/09/2019.

- Estates and consumables and equipment – procurement in progress, currently in evaluation stage. Expected delivery date 01/10/2019.

Existing framework agreements expiring

- Stakeholder Feedback and Survey Services – NOE CPC are proposing not to reprocure this framework agreement due to limited uptake and demand. Please feed back to your NOE CPC account manager if you would like this retained.

Leaders in public sector and NHS procurement join forces



Workforce Alliance sees Crown Commercial Service (CCS) and NHS Procurement in Partnership coming together to deliver a portfolio of health workforce services.

Workforce Alliance is working to create a series of frameworks for the benefit of customers and suppliers. There are currently three frameworks available for you to utilise, with more in the project scoping phase which are forecast to be delivered next year.

The International Recruitment of Clinical Healthcare Professionals framework was the first to be launched to support the NHS and public sector in their future recruitment strategies. This is in response

to and aligned with recommendations set out in the NHS Long Term Plan and NHS Interim People Plan.

Flexible Resource Pool – Staff Bank is also live and gives trusts the ability to build a flexible staff bank for both clinical and non-clinical temporary staff. The framework offers you a wide choice of suppliers from small regional businesses to national operators.

This framework is the first of its kind to ensure pre-employment assurance is undertaken against NHS Employers Check Standards for all workers employed by an outsourced bank.

The Non-Clinical and Temporary Fixed Term Staffing framework agreement launched in July and replaced the previous CCS non-medical non-clinical framework and provides our customers with access to competitive pricing with the ability to better use fixed-term appointments and statement of work.

It continues to ensure non-clinical workers are subject to NHS Employers check standards.

A contract notice for a replacement for the National Clinical Staffing framework

was published in August with the framework due to be delivered next summer. More information on this framework will be delivered in due course.

A Workforce Alliance Executive Board has been established with representation from all partner organisations.

The Board said: "We are delighted to be working together in support of our joint ambition for a sustainable NHS workforce model.

"The collection of expertise, resources and geographical reach across the alliance brings a willingness to listen and to work in partnership to benefit our customers across the NHS and the wider public sector."

NHS Procurement in Partnership is made up of four NHS procurement hubs; NHS London Procurement Partnership (LPP) East of England Collaborative Procurement Hub (EOECPH), NOE CPC and NHS Commercial Solutions.

For more information about these frameworks visit:
www.noecpc.nhs.uk/contracts.

Upcoming Events

Healthcare Estates Exhibition

Date: 08-09/10/2019

Time: 08:45 – 16:00pm

Location: Manchester Central,
Windmill Street, Manchester M2 3GX

Healthcare Estates is an annual two day event that focuses on the funding, design, build, management and maintenance of healthcare facilities across the country. The event combines the Institute of Healthcare Engineering and Estate Management (IHEEM) annual conference with an exhibition

NOE CPC's FM, Property and Business Services team will be attending and can be found at stand H4.

NOE CPC Members' Forum

Date: 07/11/2019

Time: 9:30am – 4:00pm

Location: The Source at Meadowhall
300 Meadowhall Way
Sheffield
S9 1EA

Save the date for our Members' Forum!

The event will commence with refreshments from 9:30am with presentations starting at 10:00am.

Lunch will be provided and it is envisaged that proceedings will end by 4:00pm.

Further information about the itinerary of the day will be published on the NOE CPC website.

HCSA Winter Conference

Date: 27-28/11/2019

Time: 9:30am – 4:00pm

Location: Harrogate Convention
Centre
Kings Road
Harrogate
HG1 5LA

This year's event will focus on Procurement the Reality – the case for change and transformation. HCSA organiser Helen Paterson said: "We are very conscious that the conference will be taking place at a time when NHS budgets continue to be under considerable pressure and the expectations of NHS procurement to leverage further significant efficiencies are even higher. For the latest information visit the HCSA website.

All event timings may be subject to change

For our full programme of events or to book your place at any event visit: www.noecpc.nhs.uk/events
Contact, Caroline Brash, Training, Events and Business Development Manager: caroline.brash@noecpc.nhs.uk