



Helping people get the
care they need

Commercial Update

May 2016

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Commercial Update – Introduction

Welcome to the second edition of the commercial update 2016 and the first edition in the new financial year.

This edition contains updates and information including in relation to the various programmes of work and policy changes including; sustainable transformation partnerships, Vanguard, the Five Year Forward View, Better Care Fund, technology and innovation. There is an important update in relation to the changes to the procurement regulations which were fully implemented from April 2016. We also include an update on the Standard NHS contract for 2016/17.

We have made the contract advert and notice section a regular feature and we are launching another new feature: **'Our Insights'** which we hope will be of interest to you; this month's articles focus upon the myths around competitive dialogue process, advice for mobilising contracts and submitting compliant tenders.

Chris Walker
Director



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Commercial Update



Department Of Health

Shared Delivery Plan 2015 to 2020



The Government is investing £10billion into the NHS by 2020, endorsing the NHS improvement plan and improving access to a free high quality health service.

The role of the Department Of Health (DOH) will be to set the direction and co-ordinate action across the health and care system. Working with key partners namely Public Health, the NHS and Adult Social Care to ensure that everyone has access to the health and care that they need and supporting people to live their lives as independently as possible.

The DOH have made various commitments to providing the highest quality and most compassionate health and care service in world; championing the power of patients and public through a focus on safety, compassionate care and transparency.

The overall plan across the system is the integration of health and social care services by 2020 will embed more joined up care. Focusing upon prevention of poor health in addition to treatment and continuing to pioneer and innovate to ensure that the NHS is world leading.



Department Of Health

Shared Delivery Plan 2015 to 2020



The achieve the ambitions set out in the plan, the health system must be a well led services with reduced waste and assurance that public funds are being spent wisely. The plan focuses on 10 key areas of delivery over the five year period:

1. Improving out-of-hospital care
2. Creating the safest, highest quality healthcare services
3. Maintaining and improving performance against core standards while achieving financial balance
4. Improving efficiency and productivity of health and care system
5. Preventing ill health and supporting people to live healthier lives
6. Supporting research innovation and growth
7. Enabling people and communities to make decisions about their own health and care
8. Building and developing workforce
9. Improving services through the use of digital technology, information and transparency
10. Delivering efficiently: Supporting the system more effectively



Sustainability and Transformation Plans

Outlined within the 2016/17 – 20/21 NHS shared planning guidance is a new approach to helping ensure that health and care services are planned by location rather than individual institutions.

Therefore, in addition to the individual operating plans for 2016/17, every health and care system will work together to produce a Sustainability and Transformation Plan (STP).

The plan will outline how local services will evolve and become sustainable over the next five years thus delivering the vision outlined within the *Five Year Forward View*.

In order to achieve this, local health and care systems will come together in STP footprints to reduce the gaps in the quality of care, the health and well being of their population and NHS finances.



Sustainability and Transformation Plans

44 STP footprints were announced in March 2016 along with the senior figures who will be leading on the STP work within their footprint areas.

It was reported within a press statement on 30th March 2016, that the leaders are from a mix of backgrounds and include; provider chief executives, CCG accountable officers, local authority senior leaders and clinicians who all recognise the need for local systems to work in partnership.

A letter has been issued to national health and care systems outlining;

- Additional information about the purpose of the STPs;
- An early indication of the support package for developing the plans;
- A timeline for the STP process, including key dates when STP footprints will be asked to feedback ahead of full consideration plans in June/July 2016.

Further information in relation to STPS, the footprints and leading figures can be found via the link below:

Putting Vanguard Plans Into Practice

As part of the vanguard dissemination programme of work, a number learning opportunities will be shared through podcasts, films and blogs. The first of the podcasts is an extract which was recorded in 2015 at the NHS Providers annual conference and exhibition: *Putting Vanguard plans into practice*.

The conversation was facilitated by the NHS Providers director of policy and strategy, with the speakers being Chief Executives of Lancashire Care NHS Foundation Trust and Morecambe Bay NHS Trust. The podcast outlines the Trusts views on the motivations and challenges in relation to establishing new approaches to the delivery of care and the changes that are required to implement real improvements for communities.

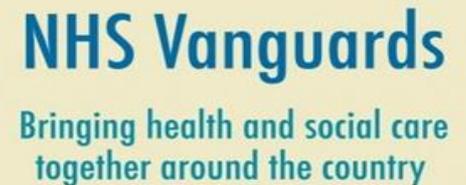
Both Trusts are involved in the Better Care Together vanguard which is one of nine integrated primary and acute care systems that are being piloted in England.



Putting Vanguard Plans Into Practice – Podcasts

The second of the podcasts shares the learning and challenges in delivering the Solihull *Together for Better Lives* urgent and emergency care vanguard. The vanguard aims to improve services by creating a whole system approach to care and support with a co-production approach that involves the people using services in addition to their families and carers.

In addition to the podcasts and with March 2016 marking a year since the first wave of vanguards were announced, a suite of factsheets and an animation in relation to what the sites are working on and what patient communities across the country can expect.

The NHS Vanguards logo, which includes the text "NHS Vanguards" in a large blue font, and the tagline "Bringing health and social care together around the country" in a smaller teal font, all set against a light yellow background.

NHS Vanguards
Bringing health and social care
together around the country

The resources were launched in February 2016 and are aimed at health and care staff, patients and the public. The fact sheets explore the five types of care models the vanguards fall under and also showcase some of the innovative work that is taking place across the country and therefore making a difference to peoples lives.

Better Care Fund: How it will work in 2016/17

Published by the Department Of Health on 8th January 2016, *The Better Care Fund: How it will work in 2016/2017* document sets out how the Better Care Fund will be implemented during 2016/2017.

The document focuses upon the following issues:

- The legal and financial basis of the fund
- Conditions of access to the fund
- National Performance metrics
- The assurance and approval process



The document should not be read in isolation but read alongside:

The Governments mandate to NHS England for 2016/17

<https://www.gov.uk/government/publications/nhs-mandate-2016-to-2017>

Better Care Fund Planning Guidance

<https://www.england.nhs.uk/ourwork/part-rel/transformation-fund/bcf-plan/>

Capitation: Supporting New Models of Care

During a conference in Leeds in January 2016 Monitor (now part of NHS Improvement) in collaboration with NHS England outlined the work being undertaken nationally to develop a standard process for creating capitated payments / budgets for the new care models.

Outlined below is a brief synopsis from the event:

- There is an expectation that vanguards implement whole population budgets from April 2017 and this will be based upon the registered practice list;
- During 2016/17 there is the expectation to implement shadow capitated budgets;
- A forecasting tool will be made available from NHS England to develop the capitated budget;
- The expected time line from NHS England is as follows:
 - 01-2016 - Put in place enablers and calculate shadow budget
 - 04-2016 - Monitoring to understand spend against shadow budget
 - 09-2016 - Commissioning intentions issued to providers
 - 09-2016 - Full shadow testing
 - 04-2017 - 'Go live' contract in place using whole population budget.

The Digital Revolution

Examples of innovative technology that are being used within the NHS has been explored by the *King's Fund*. The article published in January 2016 explores the technologies that most likely to change health and care over the coming years, some of which are already available within surgeries and hospitals and others are on the horizon.

The article explores eight technologies with each of the technologies explored having the potential to represent an opportunity to achieve better outcomes and more efficient care for patients:

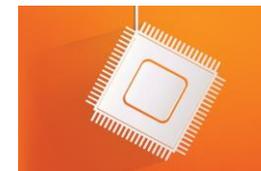
The smart phone



**At Home or
portable diagnostics**



Digital Therapeutics



**Smart or
implantable drug
delivery mechanisms**

Genome Sequencing



The Digital Revolution

Machine learning



Connected Community

Blockchains



The report concludes that with the development of new technologies there will be opportunities for the health and care system with new ways to prevent, predict, detect and treat illnesses.

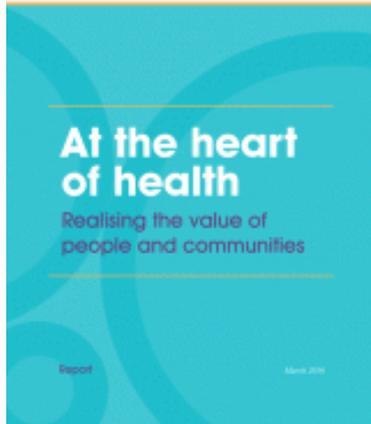
There is an acknowledgement within the report that such opportunities will also present challenges and more evidence is required in relation to the cost and benefits of delivery.

A digital health and care conference will be hosted by the King's Fund on 5th and 6th July 2016, in London:

<http://www.kingsfund.org.uk/events/digital-health-and-care-congress-2016>



At the Heart Of Health



A report written by the Health Foundation and Nesta explores, the value of people and communities at the heart of health in response to the Five Year Forward View.

The key findings of the report highlight that person and community centered approaches for health and wellbeing have significant potential to improve outcomes for individuals, support development of strong resilient communities and assist with the reduction of demand on health and social care services.

Within the report are three dimensions that demonstrate the benefits of such an approach:



It intended that the report will be a practical resource to support the work being undertaken by commissioners, providers, communities and those seeking to empower individuals and communities in their health and care.

Commissioner Updates



Delivering a Healthier Future

Published in January 2016, the Delivering a Healthier Future report identifies how CCGs are leading the way on prevention and early diagnosis.

The report which follows on from the *Taking the lead and Leading local Partnerships* report demonstrates that CCGs are increasingly driving change across their local health care economies.

The case studies included within the report focus upon prevention and early diagnosis and outline that even in challenging times CCGs are bringing together all key stakeholders within their jurisdiction to establish what their local populations require and how it can be achieved.

The studies focus outline how CCGs are:

- Taking the lead in preventing illness and the cause of ill health – and working to keep people out of hospital where possible;
- Helping to ensure that people are diagnosed earlier and given the support that they need
- Working across boundaries to build on what people want and need to help them lead longer healthier lives



Delivering a Healthier Future

The projects outlined within the report are not isolated examples and there is vast amount of work being undertaken across the country, however, the authors of the report believe that the case studies demonstrate the value of clinically led commissioning and show how CCGs are building relationships, reshaping service provision and making a difference for local communities.

Some of the programmes included within the report include:

Helping people who do not normally access healthcare services to receive care for example flu vaccinations	The use of social prescribing to build on patients strengths to improve health and wellbeing
Prevention of premature mortality	Diabetes prevention and support
Peer educators to improve cancer awareness	Prevention of hospital admissions for people with COPD
Earlier diagnosis and prevention of HIV and AIDS	Focus on atrial fibrillation in stroke prevention
Building resilient communities to live longer and healthier lives	Reduction in A&E Attendance and admissions

Commitment to Transformation of Mental Health Care



There has been a commitment from the NHS in England to the biggest transformation of mental health care across the NHS in a generation with a pledge to help more than a million additional people with an investment of more than a billion pounds a year by 2020/21.

The commitment is following the publication of the final report on an independent taskforce which is chaired by the Chief Executive of mind, set up as part of the five year forward view.

The report provides an assessment of the state of the current mental health care across the NHS. It highlights that one in four people will experience a mental health problem in their lifetime and the cost of mental ill health is £105 billion a year.

Within the wide ranging suite of recommendations a three pronged approach to improving care through; prevention, expansion of Care, such as, seven day a access in a crisis; and integrated physical and mental health care is outlined.



Provider Updates



Operational Productivity and Performance in English NHS Acute Hospitals

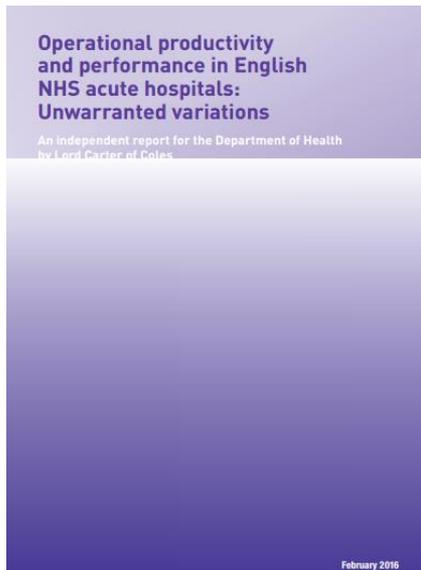


The final report written by Lord Carter of Coles sets out how non-specialist acute hospital trusts can reduce unwarranted variation in productivity and efficiency to save the NHS £5 billion each year by 2020/2021.

The review undertaken by Lord Carter examined productivity within hospitals using a series of metrics and benchmarks to enable comparison. The report which builds on the findings of the interim report published in June 2015 concludes that there are significant unwarranted variation across the main resource areas and that even though there are many areas and examples of good practice there is not a single hospital that is good at everything.

The report outlines that the variation is worth £5 billion in terms of efficiency opportunity which equates to a potential contribution of at least 9% on the £55.6 billion that is spent by the acute hospitals.

There are 15 recommendations within the report that are designed to tackle the variation and to help the trusts to improve their performance.



Implementing The Forward View – Supporting Providers To Deliver

The report published in collaboration by Monitor, TDA, NHS England, Public Health and the Care Quality Commission outlines the key priorities for NHS provider organisation in delivering high quality health and care during 2016 and beyond.

Targeted at NHS provider organisations the report forms part of a series of planned roadmaps that draw on messages from the NHS shared planning guidance, setting out key priorities for the organisations responsible for the delivery of high quality health and care this year and beyond.

The roadmaps reflect a shared vision about the challenges ahead for the health and care sector as outlined within the *Five Year Forward View*. Also outlining the choices that are faced in relation to the types of health and care services that will be required in 2020.

The report focuses upon; the challenges and changes ahead, a description of coherent sets of activities or NHS providers in the coming years, showcasing how providers across the country are beginning to deliver the activities and outlining the support that providers can expect from NHS Improvement.



NHS England Review Of Uniting Care Contract



In January 2016 NHS England commissioned an initial independent review to establish the circumstances which led up to the termination of the contract between Cambridgeshire and Peterborough Clinical Commissioning Group and Uniting Care Partnership (UCP) LLP.

The review in relation to the contract which was in place from 01 April 2015 to 03 December 2015 was conducted from a commissioning perspective, with the scope of the work including a review of any relevant documentation and discussions with key members of staff thus assisting with the identification of the contributory factors and root causes that led to the contract being terminated.

The report which was published April 2016 identifies specific and also wider lessons learned with recommendations for further action to be taken by NHS England and Clinical Commissioning Groups (CCGs).

NHS England will be commissioning a further review to investigate specific areas including; the role of external advisors, the gateway review process and the role of the CCG executive leadership and Governing Body throughout the both the procurement process and contract period.

Procurement & Contract Management



NHS Standard Contract



The following documentation has now been published in relation to the NHS Standard Contract for 2016/2017:

- NHS Standard Contract 2016/17, comprising Particulars, Service Conditions, General Conditions
- Template Service Development and Improvement Plan in relation to Provider performance against Sustainability and Transformation Fund performance trajectories and assurance statements
- NHS Standard Contract 2016/17 Technical Guidance (the executive summary of this provides an overview of the key changes which have been made in response to consultation feedback)
- Sanctions reporting template
- NHS shorter-form Contract 2016/17, comprising Particulars, Service Conditions, General Conditions
- NHS Standard Contracts 2016/17 equality impact analysis

NHS Standard Contract

A number of additional documents will be published shortly including:

- NHS shorter-form Contract 2016/17 user guide
- NHS Standard Contract 2016/17 Delta View comparison documents
- Guidance on national variations to existing 2013/14, 2014/15, 2015/16 contracts and national variation agreement
- Guidance on the variations process and contract variation agreement
- Pro forma contract management forms and change in control notification

The following documentation has also been published and can be located by following the link provided:

CQUIN Guidance	https://www.england.nhs.uk/nhs-standard-contract/cquin/
Dispute Resolution Guidance	https://www.england.nhs.uk/ourwork/futurenhs/deliver-forward-view/
2016/17 National Tariff	https://www.gov.uk/government/publications/nhs-national-tariff-payment-system-201617

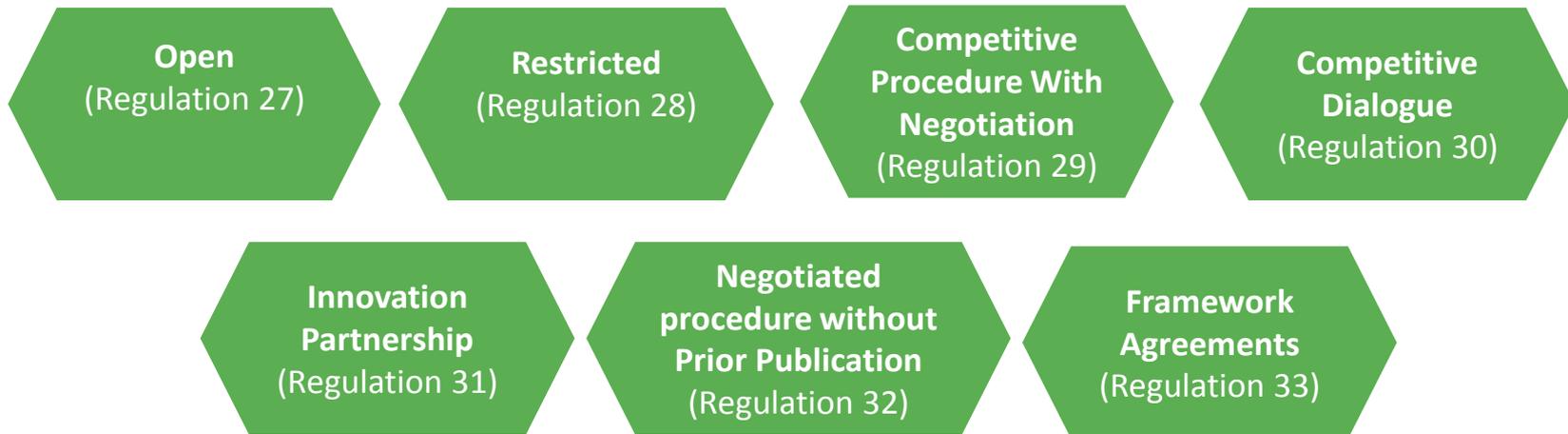


Public Contracts Regulations 2015

Overview

On the 18th April 2016 services procured by NHS England or CCGs covered by the Procurement, Patients Choice & Competition (No2) (Regulations) became bound to comply with the revised Public Contracts Regulations which were implemented on 26th February 2015. Outlined within the following slides are some of the changes that will apply to such procurements.

Under the Public Contract Regulations (PCR) 2015 the following processes can be used:



Within the 2015 regulations, **service procurements** will be undertaken via a “light touch” or “non light touch” regime.



Public Contracts Regulations 2015

The Light Touch Regime

The **Light Touch Regime** replaces Part B Services (Public Contract Regulations 2006) and the threshold has increased to £589,148 (total contract value). Where a light touch process is undertaken the 2015 Regulations simply state that all time limits imposed on bidders must be reasonable.

When undertaking a process in line with the light touch regime there are limited obligations in relation to the award of the contract. The obligations include:

- The publication of a contract notice or prior information notice (PIN)
- An award procedure that is compliant with the principles of equal treatment and transparency
- A contract awarded in line with the advertised procedure
- Time lines that are reasonable and proportionate

Commissioners are also able to choose to follow the specific procedures set out in the new Regulations, or use variations.

There is also a discretion for Commissioners to design their own appropriate procurement procedures as long as these are in keeping with EU principles such as: transparency, proportionality and equal treatment of suppliers.



Public Contracts Regulations 2015

Above Threshold / Non Light Touch Regime



Where the services being procured are above the threshold (non “light touch”) there is now a mandatory requirement to publish Contract Notices via the Official Journal of European Union (OJEU).

Prior to the implementation of the 2015 regulations Contracting Authorities were permitted to publish on Contracts Finder only. Therefore the requirement to publish via OJEU is a fundamental change in practice for Commissioning Organisations.

In addition to the requirement to publish the Contract Notice via OJEU, there has been a change to the timelines for the procedures, the revised timelines are outlined on the following page of this commercial update.



Public Contracts Regulations 2015

Timelines (Non Light Touch)

Normal Minimum Time	If Electronic Tendering is used as part of the Procurement Process	Where PIN is published (Sent for publication between 35 days and 12 months before Contact Notice is Sent)
Open Procedure – Minimum time limit for receipt of tenders 35 days	Open Procedure – Minimum time limit for receipt of tenders in 30 days	Open Procedure - Minimum time limit for receipt of tenders is 15 days
Restricted Procedure – Minimum time limit for Request to participate 30 days	–	Restricted Procedure – Minimum time limit for Request to participate 30 days
Restricted Procedure – Minimum time limit for receipt of tenders 30 days	Restricted Procedure – Minimum time limit for receipt of tenders 25 days	Restricted Procedure – Minimum time limit for receipt of tenders 10 days
Competitive Procedure with Negotiation and Innovation Partnerships - Minimum time limit for request to participate 30 days	–	Competitive Procedure with Negotiation and Innovation Partnerships - Minimum time limit for request to participate 30 days
Competitive Procedure with Negotiation and Innovation Partnerships - Minimum time limit for receipt of initial tenders 30 days	Competitive Procedure with Negotiation and Innovation Partnerships - Minimum time limit for receipt of initial tenders 25 days	Competitive Procedure with Negotiation and Innovation Partnerships - Minimum time limit for receipt of initial tenders 10 days
Competitive Dialogue – Minimum time limit for requests to participate 30 days	–	–
No explicit time limits for submission of initial/subsequent tenders	–	–

Public Contracts Regulations 2015



Electronic Procurement

The 2015 regulations state that all documents must be transmitted in electronic form and all correspondence with the organisations bidding within the tender process must be undertaken electronically.

All procurement documents must be made fully available through an restricted and direct mechanism with no cost to bidders to access. The documents must also be available from either the date the OJEU notice or invitation to confirm interest is published.

The documents to be published will include the Service Specification, Contract Terms & Conditions, Evaluation Criteria and draft ITT which will therefore require more preparation time to be built into the tender timetable.

It will also be a requirement from 2017 or 2018 (this is still to be determined), Contracting Authorities will be required to use e-Certis (an online certificates database) when running the selection process, as well as a new European Single Procurement Document which will evidence that there are no grounds for excluding a supplier.



Public Contracts Regulations 2015



Reporting and Retention Requirements

Under the 2015 Regulation the reporting and recording obligations for Contracting Authorities are more extensive, with the new requirements including:

- A written report including all of the key information in relation to the process for all contract and framework awards;
- The report must be retained on file and may be requested in its entirety or in part by the European Commission and/or the Cabinet Office;
- The report must include the following information:
 - Name & Address of Contracting Authority
 - Subject matter of the contract
 - Contract value
 - Names of bidders rejected at PQQ stage
 - Reasons for each bidder being rejected
 - Name(s) of selected bidder(s)
 - Reasons why successful tender(s) was successful



Public Contracts Regulations 2015

Reporting and Retention Requirements

- Share of any contract intended to be sub-contracted to third parties
- Conflicts of interest identified
- How any Conflicts of interest were resolved

There is also a requirement to retain all concluded contracts where the contract value exceeds €1 million (supplies or services) and in order to grant access to these the Cabinet Office has reserved itself a right to request information beyond the scope of that listed in the Regulation contracts if requested subject data protection rules.



Public Contracts Regulations 2015

There are many more updates in relations to the regulations and the full regulations plus any amendments since their publication in February 2015 can be located via the following links:

The full Public Contract Regulations 2015 can be accessed via the following link:

<http://www.legislation.gov.uk/uksi/2015/102/contents/made>

In March 2016, amendments were made to the regulations by Parliament , therefore the full regulations should now be read in conjunction with the amendments as outlined within the: The Public Procurement (Amendments, Repeals and Revocations) Regulations 2016:

<http://www.legislation.gov.uk/uksi/2016/275/made>



Procurement Policy Guidance Notes & Reports



Title	Synopsis	Link
<p>29/10/2015 to 26/01/2016</p> <p>Negotiating for the public Sector</p>	<p>A six part series by Public Spend Matters on the role of negotiation in public procurement and contract management</p>	<p>http://public.spendmatters.eu/2015/10/29/negotiation-for-the-public-sector-part-1-why-does-it-matter/</p>
<p>01/2016</p> <p>Complying with international obligations</p>	<p>This PPN sets out contracting authorities' international obligations when letting public contracts. It makes clear that boycotts in public procurement are inappropriate, outside where formal legal sanctions, embargoes and restrictions have been put in place by the UK Government.</p>	<p>https://www.gov.uk/government/publications/procurement-policy-note-0116-complying-with-international-obligations</p>
<p>05-06/01/2016</p> <p>Are Frameworks doing their Job?</p>	<p>The Spend matters article considers the pros and cons of public sector frameworks</p>	<p>http://spendmatters.com/uk/are-frameworks-doing-their-job-part-1-comensura-for-jan/</p>



Procurement Policy Guidance Notes & Reports



Title	Synopsis	Link
<p>06/01/2016</p> <p>Commission further simplifies procurement across the EU</p>	<p>The European commission has adopted the European single procurement document that will reduce the administration burden for companies in particular SME's.</p>	<p>http://ec.europa.eu/growth/tools-databases/newsroom/cf/itemdetail.cfm?item_id=8611&lang=en</p>
<p>07 / 01/2016</p> <p>Public procurers learn how to spot bid rigging</p>	<p>A new learning package is being launched will enable public procurers to spot and prevent bid-rigging and save taxpayer money.</p>	<p>https://www.gov.uk/government/news/public-procurers-learn-how-to-spot-bid-rigging</p>
<p>08 /02/2016</p> <p>Public Accounts Committee: Follow-up on Transforming contract management inquiry</p>	<p>A session was held on 8th February 2016 by the Public Accounts Committee following their inquiry into transforming contract management</p>	<p>http://www.parliament.uk/business/committees/committees-a-z/commons-select/public-accounts-committee/inquiries/parliament-2015/follow-up-contract-management-15-16/</p>

Procurement Policy Guidance Notes & Reports



Title	Synopsis	Link
<p>09/02/2016</p> <p>NAO Report: Investigation into the acceptance of gifts and hospitality</p>	<p>A report by the National Audit Office in relation to the acceptance of gifts / hospitality in UK central government</p>	<p>https://www.nao.org.uk/report/investigation-into-the-acceptance-of-gifts-and-hospitality/</p>
<p>09-11/02/2016</p> <p>Suppliers Who Fail to Deliver – A public procurement dilemma</p>	<p>Tips on avoiding and mitigating risks around poor contract performance by inexperienced suppliers by Public Spend matters</p>	<p>http://public.spendmatters.eu/2016/02/09/suppliers-who-fail-to-deliver-a-public-procurement-dilemma/</p>
<p>11/02/2016</p> <p>Benchmarking Public Procurement 2016</p>	<p>Benchmarking Public Procurement 2016: Assessing Public Procurement Systems in 77 Economies is a report that has been released by the world bank which assesses worldwide public procurement.</p>	<p>https://openknowledge.worldbank.org/handle/10986/22649</p>



Contract Notices



Contract Notices

Organisation	Service(s)	Approach	Status
West London Clinical Commissioning Group (CCG)	Community MSK Services Contract value £8.0m – £12m	Open procedure used. Available to all suppliers	Currently being evaluated
Surrey and Borders Partnership NHS Trust	Diagnostic Imaging, Radiotherapy and Cardiology, and consultancy services Contract value £100k – £500m	Restricted procedure used to establish a Framework agreement. Pre Qualification Questionnaire (PQQ) open to all suppliers and Invitation to Tender (ITT) documents released to qualified suppliers.	PQQ being evaluated
Staffordshire County Council	The Mental Health Social Inclusion and recovery contract will be for the delivery of a range of mental health services to Adults within the Contract Area based on the recovery approach, co-production and social inclusion principles taking a whole systems approach within the community. Contract value £5.0m – £5.7m	Open procedure used to establish a Framework agreement. Invitation to Tender (ITT) documents released to suppliers with a closing date of 20 th April	Currently still live



Contract Award Notices

Organisation	Service(s)	Approach & Contract Access	Award Date, Value and Length
Tower Hamlets CCG	Health and social work services:- Teledermatology and 1 Stop Assessment and Treatment Services (OATS)	This was an Open Procedure led by North and East London Commissioning Support Unit (CSU) on behalf of Tower Hamlets CCG, it is a direct contract. This contract was awarded to DMC Healthcare Ltd	Award Date: 01/04/2016 Value: £847m
NHS Northern Eastern and Western Devon CCG and South Devon and Torbay CCG	Non Emergency Patient Transport Service	This was a restricted Procedure, It is a direct contract. This contract was awarded to First Care Ambulance Ltd	Award Date: 08/03/2016 Value: £13m Contract Length: 3 years
Stoke-on-Trent City Council	Integrated Sexual Health Services HIV and Sexual health level 2 and 3 and support the development and delivery of level 1 and 2 services within general practice	This will be a service contract and tendered under an open procedure through OJEU. This is a direct contract. This contract was awarded to Staffordshire and Stoke-on-Trent Partnership NHS Trust	Award Date: 28/01/2016 Value: £59m Contract Length: 6 Years



NEW

Our Insights



NEW

Competitive Dialogue – Myth Busting

NHS procurement remains and enabler to achieve excellence, value for money and improvement for commissioned services, particularly using creative approaches.

Competitive dialogue is a formal procurement procedure which allows a buying organisation to enter into dialogue with multiple bidders following a contract notice and selection process to develop one or more suitable solutions for its requirements and to determine which chosen bidder(s) will be invited to tender.

The article written by the Attain Commercial Team examines four myths that exist around the competitive dialogue process:

- Myth #1 Competitive Dialogue is a slow and cumbersome process
- Myth #2 Isn't dialogue just about negotiating price?
- Myth #3 The market does not understand Competitive Dialogue
- Myth #4 The Public Contract Regulations 2015 are too unwieldy and afford no flexibility

The full article can be accessed via the link below:

<http://www.attain.co.uk/competitive-dialogue-myth-busting/>



NEW

Contract Mobilisation



As an organisation you may have undertaken a procurement process or a collaborative piece of work to agree a new model of care and have reached the point where it is time to bring the model to life and start delivering outcomes for the people accessing the services.

This mobilisation period is a critical period with the successful implementation of a new service setting the tone for effective, long standing relationship. The contract mobilisation article provides insight into the following key areas:

- What is mobilisation
- The fundamentals of mobilisation
- Top tips for mobilisation
- The next challenge

The article also includes a mobilisation case study and can be accessed via the link below:



Tips On Writing A Comprehensive Tender

You have found a great opportunity for your business and your instinct is that your organisation can deliver what the commissioner needs, however there are many hurdles before you are able to secure the contract.

The article published by Attain provides some aspects to consider when applying to provide services which help organisations stand out. The link to the full article is included below however the key elements covered include:

- Being prepared
- Understanding the requirements
- Creating a compelling response
- The commercial offer
- Polishing the response
- Insights to evaluations
- Learning from the opportunity (if successful or not)



Further Publications Of Interest



Further Publications of Interest – CCGs

Title	Synopsis	Link
Delivering a healthier future: how CCGs are leading the way on prevention and early diagnosis	A report that outlines a range of case studies from across the Country . The case studies identify the difference clinically led commissioning is making with the projects focusing upon prevention and early diagnosis.	http://www.nhscc.org/latest-news/delivering-a-healthier-future/
Collaborative Healthcare	Published by Inclusive change the guide sets out examples which illustrate how CCGs and Health and wellbeing boards can commission intervention supporting the principles of collaborative care, individual choice and control and patient an public participation.	http://www.thinklocalactpersonal.org.uk/library/Reports/Collaborative healthcare - IC final 1.pdf
CCG Commissioning for Value packs	<p>The CCG Commissioning for value packs have been refreshed by NHS England and Public Health England. The information contained in the packs and an online tool is personalised for each of the CCGs.</p> <p>The pack will enable the CCGs to focus upon the opportunities which have the potential to provide the biggest improvements in health outcomes, resource allocation and reducing Inequalities.</p>	https://www.england.nhs.uk/resources/resources-for-ccgs/comm-for-value/

Further Publications of Interest – Acute Hospitals

Title	Synopsis	Link
A zero Cost way to reduce missed hospital appointments	<p>The Department of Health has published the outcome of a trial designed to test the effectiveness of the reminder message sent to outpatients.</p> <p>The report examines sending patients a standard message regarding their appointment and messages that detail the cost implications of the missed appointment.</p>	<p>https://www.gov.uk/government/publications/reducing-missed-hospital-appointments-using-text-messages/a-zero-cost-way-to-reduce-missed-hospital-appointments</p>
Acute Hospital Productivity	<p>The Health Foundation has published the Acute Hospital productivity briefing. The report is an analysis of acute hospital productivity between 2009/10 and 2014/15.</p>	<p>http://www.health.org.uk/publication/acute-hospital-productivity</p>
Winter Pressures: what is going on behind the scenes	<p>Quality watchdog is a joint Nuffield Trust and Health foundation research programme. In the latest analysis undertaken by the programme they track performance across 29 different indicators over the past five years, shining the light on the pressure hospital services experience during the winter.</p>	<p>http://www.nuffieldtrust.org.uk/publications/winter-pressures-whats-going-behind-scenes</p>

Further Publications of Interest – Primary Care & Pharmacy

Title	Synopsis	Link
General Practice Nursing in the 21 st Century: A time of opportunity	<p>The Queens Nursing Institute launched in January 2016 a new report in relation to the General Practice Nursing profession.</p> <p>The report is based on the outcome of survey that was undertaken and completed by 3,400 general practice nurses during 2015 and summarizes the key challenges affecting the profession.</p>	<p>http://www.qni.org.uk/news/235</p>
Community Pharmacy 2016/2017 and beyond	<p>The Department of Health has published the document in addition to the letter published in December 2015.</p> <p>The document provides further detail in relation to the ongoing consultation process and sets out the proposals information on better integration of community pharmacy into primary care.</p>	<p>https://www.gov.uk/government/publications/putting-community-pharmacy-at-the-heart-of-the-nhs</p>
Reducing Antibiotic prescribing	<p>A trial which involved over 1,500 GP practices found that writing to GPs concluded that by writing to GPs in relation to their prescribing resulted in a 3/3% reduction in prescriptions over a 6 month period.</p> <p>The trial is also part of the governments plans to slow the growth of antimicrobial resistance to antibiotics.</p>	<p>https://www.gov.uk/government/news/unnecessary-antibiotics-prescriptions-reduced-in-new-trial</p>

Further Publications of Interest – NHS & Public Health

Title	Synopsis	Link
How is the NHS performing?	The report published by the King's Fund in February 2016 outlines the latest quarterly monitoring report.	http://www.kingsfund.org.uk/publications/articles/how-nhs-performing-february-2016
Public Health Transformation	<p>The Local Government Association has published Public Health Transformation Three ears on: extending influence to promote health and wellbeing.</p> <p>The document contains case studies that outline how Local authorities continue to make progress in relation to the improvement of health and wellbeing and tackling health inequalities since public health was formally transferred from the NHS in April 2013.</p>	http://www.local.gov.uk/web/guest/publications/-/journal_content/56/10180/7660767/PUBLICATION
Screening programme improvements	Following its last meeting the e UK National Screening Committee has published eleven recommendations which include improvements to the existing programmes.	https://www.gov.uk/government/news/uk-nsc-recommendations-include-new-bowel-cancer-screening-test

Further Publications of Interest – Specialties

Title	Synopsis	Link
Cardiovascular Health Check	Published in January 2016,; “The NHS Healthcheck in England: and evaluation of the first 4 years” outlines the outcome of a study of the introduction of routine structured cardiovascular check with support for changes in behavior for those patients that are high risk, treatment of risk factors and comorbidity that is newly identified.	http://bmjopen.bmj.com/content/6/1/e008840.full
Obesity Prevention	<p>Two documents have been released:</p> <p>Ending childhood obesity – makes recommendations for governments aimed at reducing the rising trend of children aged under 5 years becoming over weight and obese.</p> <p>Tipping the Scales: why preventing obesity makes economic sense is a report by the UL Health Forum and Cancer Research UK. The report focusing on prevention trough taxation of sugary drinks and changes to advertising</p>	<p>http://www.who.int/end-childhood-obesity/news/launch-final-report/en/</p> <p>http://www.ukhealthforum.org.uk/who-we-are/our-work/ukhf-whats-new/?entryid70=54573</p>
Learning Disabilities Transforming Care	<p>Time For Change: the challenge ahead has been published by Sir Stephen Bubb who has undertaken a review of care for people with learning disabilities.</p> <p>The prime recommendation within the report is for the Government is appoint a Learning Disabilities commissioner to champion and protect rights and reform.</p>	https://www.acevo.org.uk/news/winterbourne-view-time-change-report-launch



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