

'Selling to the NHS'

Race for 2012 & Public Sector Work Conference

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Introduction

- What is the NHS?
- How does the NHS buy?
- Context for (public) procurement
- Is it for you?
- Top tips
- Resources

What is the NHS?

- 60 Year anniversary
- Founding principles
- Not one organisation!
- Overall £100 billion; £22 billion on purchasing goods and services
- Expenditure on capital, goods and services

How does the NHS buy?

- National framework contracts (NHS PASA)
- National framework agreements (NHS Supply Chain)
- Individual trusts' local contracts
- Consortium and collaborative procurement (hubs)
- Pan-government contracts

Context for procurement

- Procurement legislation
- Healthcare inequalities
- Restructuring of NHS
- Restructuring of procurement
- Sustainable, equality and economic goals
- Freedom of Information Act
- ...commissioning

Is it for you?

- Do you have the goods and services the NHS buys?
- Do you have the capacity to deliver to the NHS?
- ...and do you have the capacity to tender to the NHS?

Top tips!

- Learn the rules before getting involved
- ...and apply the rules!
- Seek professional advice
- Research who might buy your goods and services
- Speak to procurement and estates staff
- Speak to tier 1 suppliers in the NHS supply chain
- Read documentation carefully and submit on time
- Don't leave costings to the last
- ...don't give up!

Resources

- NHS PASA Guide
- NHS supplier information database (www.pasa.nhs.uk)
- Supplier portals (www.novopraxis.com)
- Individual Trusts websites
- Supply2.gov website
- Business Link and SECBE
- Me! (020 7937 0919; kemal@lifeworld.info)