

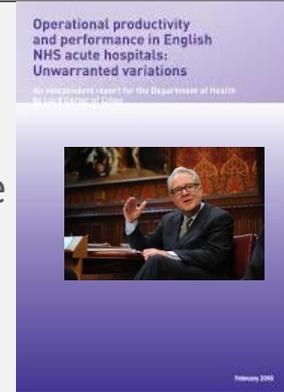
# New Model for Procuring Appliances and Devices for Surrey Heartlands CCG

➔ With Wound Management Products as the First Project

- The opportunity to transform the procurement and management of appliances, devices and products not classed as medicines, which are CCG funded, has been identified across Surrey Heartlands Medicines Management Teams
- The project has emerged from a systems opportunity where primary and secondary care procurement could be done by a system partner, Healthcare Partners Ltd (HPL), a wholly owned subsidiary of the Royal Surrey NHS Foundation Trust, being ready and able to expand their services beyond their function in secondary care to primary care
- HPL have the expertise and skills to lead on the procurement for NHS funded appliances, devices and products not classed as medicines which will enable significant transformation and includes products such as wound management dressings, ostomy items, lymphoedema items, insulin pumps and many others
- Wound management products have been identified as the initial products to undergo improved procurement.

# Why has this not been done before?

- **Lord Carter of Coles report** in 2016 titled [Operational productivity and performance in English NHS acute hospitals: Unwarranted variations](#) aggregate national demand in order to purchase products on behalf of the whole of the NHS to optimise value and support high quality patient care
- **NHS Supply chain** returned to NHS ownership
- **Initial focus and funding** for the NHS Supply chain was for Provider organisations
- **CCGs, as part of the NHS**, are now also able to access these prices and this project is aimed at capturing this opportunity.



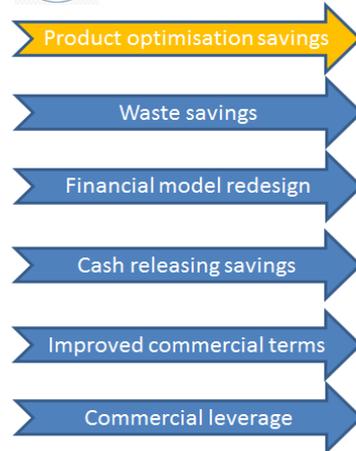
## Aligned NHS objectives



### Clinical & Service Benefits



### Value Benefits



Essentially optimisation is a key benefit. The scheme will be making the best and most effective use of resources which will free up vital clinical time and money that can be reinvested back into the health system.

This will result in the following benefits:

- *Reduce waste*
- *Reduce delays*
- *Optimise product usage*
- *Maximise potential for financial gain to invest in transformation of working practises*

# The New Model

HPL have been funded to drive procurement for Surrey Heartlands wound management products. The CCG will make the most of:

- having a robust and resilient service,
- make use of a very strong purchasing market share, potentially benefitting primary and secondary care
- Ensuring appropriate financial and systems governance
- Develop this project to encompass all appliances and devices commissioned and funded by the CCG

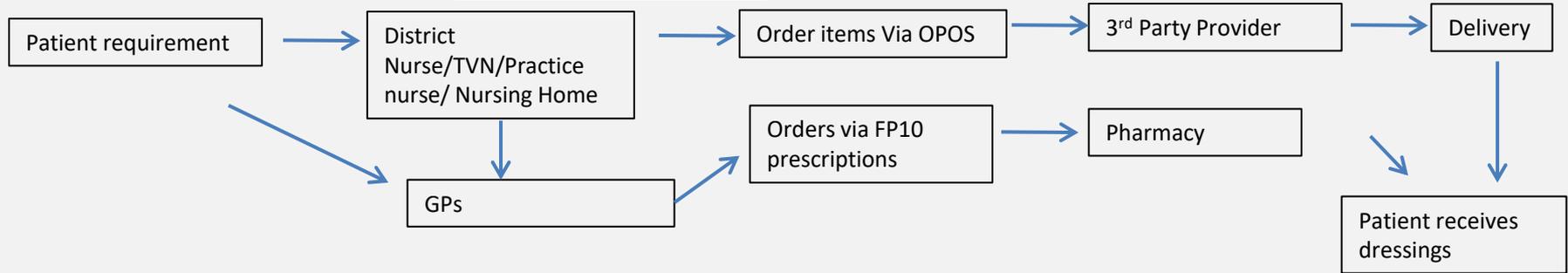
- The Medicines Management team will continue to have a role in engaging with primary care teams (tissue viability nurses, practice nurses, care homes, and other prescribers) to ensure that the Wound Management Formulary is developed and maintained and to ensure that waste is minimised
- The Medicines Management team will also have the expertise to drive and support the projects required to expand the scope of procurement

# Proposed Model

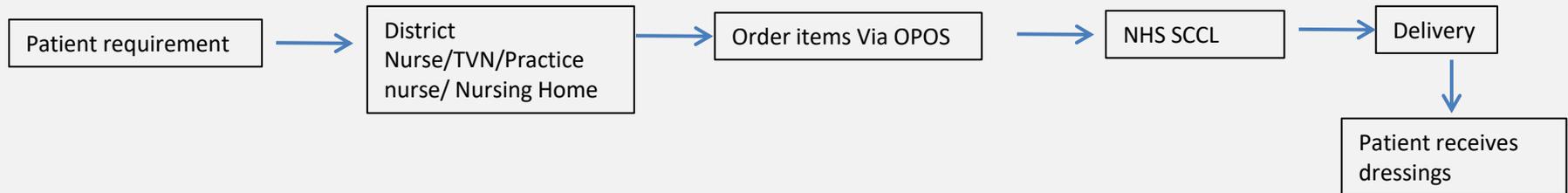
- The Wound Management Formulary Group will continue to lead on the development and review of the Surrey Wound Formulary. HPL will support this process.
- Centralised procurement system preferably with the NHS Supply Chain (SCCL) ensuring the mobilisation and service delivery is fit for purpose
- The user facing platform (ONPOS) will continue to be used to minimise difficulties with the transition
- *HPL will take over responsibility for the management of all matters relating to*
  - *Orders and delivery*
  - *Product Shortages*
  - *Invoice checking*
  - *Reporting*
  - *All future procurement*
  - *Liaison with secondary care across SH*
- *HPL will work collaboratively with the Primary care teams to:*
  - *Optimise the Wound Formulary*
  - *Develop strategies to improve outsized and specialist dressing ordering systems*
  - *Optimise local stock levels of dressings*

# Proposed Model

## Current process



## Proposed process



# Managing change

- Procurement expertise
- Ordering systems
- Logistics and delivery points
- Safety Review product selection within class
- Manage product shortages
- Training
- Financial flow and governance
- Data monitoring and sharing for managing product usage on the ground



# Action Plan – for the next 12 weeks to implementation

## HPL

- Optimisation of procurement options
- Assessment of delivery capabilities
- Recruit support team
- Refine KPIs
- Develop governance and reporting systems

## HPL and CCG

- Support mobilisation
- Support transfer of knowledge and pathways relating to ONPOS
- Engage with Primary Care
- Agree memorandum of understanding of partnership working
- Support communication

# Action Plan – for the next 12 weeks to implementation

## Medicines Management teams

- Liaison with GP practices and Nursing homes to inform of plans
- Support any actions to remove barriers to implementation
- Contribute to designing reports so that they are fit for purpose
- Ensure governance arrangements meet expectations

## Immediate actions

- Action tracker in development
- Engagement events being organised
- Data and mobilisation in development