



A presentation by

HILL DICKINSON

SEHTA MedTech Expo & Conference

Selling Innovation to the NHS

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We will cover...

- Understanding your NHS customer in the changing NHS
- Procurement law requirements and proposed changes
- Some tips...
- Discussion / Q&A

Who is your NHS customer? The changing NHS...

- Health and Care Bill
 - **Integrated Care Systems:** partnerships of health and care organisations that come together to plan and deliver joined-up services, with four aims:
 - improve outcomes in population health and healthcare
 - tackle inequalities in outcomes, experience and access
 - enhance productivity and value for money
 - help the NHS support broader social and economic development.
 - The new **Provider Selection Regime** which will replace current procurement rules, and the **Green Paper**

Potential customers in the new NHS

- National bodies – NHS England, NHS Resolution, NHS Business Services Authority etc
- Integrated Care Boards
- Place-based partnerships
- Provider Collaboratives
- Foundation Trusts and NHS Trusts
- Primary Care Networks
- GP practices
- Others, e.g. Commissioning Support Units

Procurement law – the current position

- Public authorities must consider running competitive tenders for procurement of services and supplies which exceed a contract value of £122,976
 - Will include supplies of digital services and medical devices
- There is more flexibility for procurement of clinical services
- Some exemptions may apply
- Frameworks

The proposed Provider Selection Regime

- Aims to make competitive tendering of healthcare services a choice, rather than being mandated – removing procurement barriers to greater integration and collaboration
- Will make it easier to continue with existing arrangements and to award direct contracts to new suppliers without competitive tenders
- Decision makers must still act transparently
- It will still be possible to challenge decisions

Green Paper proposals

- Aiming to be less prescriptive and based on international rules rather than EU rules
- Proposals:
 - A simpler regulatory framework – consolidating existing regulations
 - Reducing the number of procurement procedures
 - Flexible principles to apply to all procurements
 - An updated enforcement regime
- Timing for coming into effect – April 2022?

Some tips

- Check local strategies and plans – what is the NHS looking to buy?
- Access innovation support services and accelerators – e.g. at Academic Health Science Networks and Centres
- Seek collaborators
- Contracts not pilots wherever possible
- Help potential customers comply with procurement rules
- Look out for framework opportunities

Contact



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