

# Benefits of being an NHS LPP supplier

At NHS LPP we pride ourselves on working with the very best suppliers for the benefit of the NHS and its patients. We highly value the suppliers we work with because we know they share our high standards and we support their innovation, their knowledge and contribution to the NHS as a whole.

We keep any Activity Based Income (ABI) charges at, or below the market rate and as an NHS organisation, all ABI generated from our work with suppliers is reinvested back into the NHS - either to NHS LPP to help with our work to support trusts, or to the trusts themselves.

Here's what we offer you as a supplier:

## Excellent business opportunities

In simple terms, our agreements provide NHS and other public sector organisations with a list of pre-qualified suppliers that can bid for work around a specific group of services - buyers then award individual contracts throughout the lifetime of the framework. This means suppliers on our frameworks benefit from reduced market competition, as only those who have been awarded a place on the agreement are invited to tender for new business opportunities.

Our agreements are trusted and used by a large number of NHS organisations – for example, our clinical staffing framework is used by 90% of trusts in London. The agreements are also accessible by all public sector bodies in the UK and are used by other organisations such as universities, local authorities and central government.

In many cases agreements are developed in partnership with trusts themselves, or with NHS England and NHS Improvement as well as independent trade bodies. Suppliers awarded a place on these frameworks benefit from access to public sector opportunities not advertised on the open market.



## Option to direct award

Some of our frameworks offer the option to direct award, meaning trusts or other public sector buyers can approach suppliers directly to procure services. This saves suppliers significant costs in the procurement process by removing the time and resources required for processes such as creating tender documentation, bespoke bids or participating in mini competitions.

## Support for businesses

We can provide you with advice on how the NHS procurement landscape works. We share our knowledge and specialist expertise, helping suppliers apply the lessons we've learned in your business area.

Our experts can act as a neutral third party to help fairly resolve any issues or questions between customer and supplier. We also communicate regularly with our members and can ensure important information from suppliers is passed on.

We encourage and support small and medium sized business or businesses with little or no experience in tendering work for the public sector, by offering SME-friendly agreements such as our Dynamic Purchasing Systems (DPSs), which provide a secure route to approach the NHS market. The selection stage of a DPS is less onerous and is open throughout its duration, so new start-ups or businesses wanting to expand into the public sector are not frozen out of the market. By dividing the DPS into categories by type of requirement, size of contract or place of delivery, niche suppliers and SMEs have maximum opportunity to compete.

We also encourage trusts to include social value criteria such as apprenticeships or sourcing locally in their tenders, which supports the local economy and community as a whole.

## Service specific benefits

Many of our service areas offer a large number of other benefits specific to your product or service. For example, our Estates, Facilities and Professional Services suppliers have an opportunity to take part in net zero carbon round-table discussions, where suppliers and buyers come together to discuss barriers and solutions to achieve a greener future.

## For further information

For further information please go to our website or contact [customer@lpp.nhs.uk](mailto:customer@lpp.nhs.uk)

