

Capturing the bigger commercial picture through a single Atamis lens

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Session outline

We will talk about:

1. **Relevance of Atamis** for buyers, suppliers and our financial position
2. **Benefits** of improved procurement insight, technology and data governance
3. **Realities on trust level on how commercial data is being used** across the procurement lifecycle to plan resources, identify value and savings and assure delivery



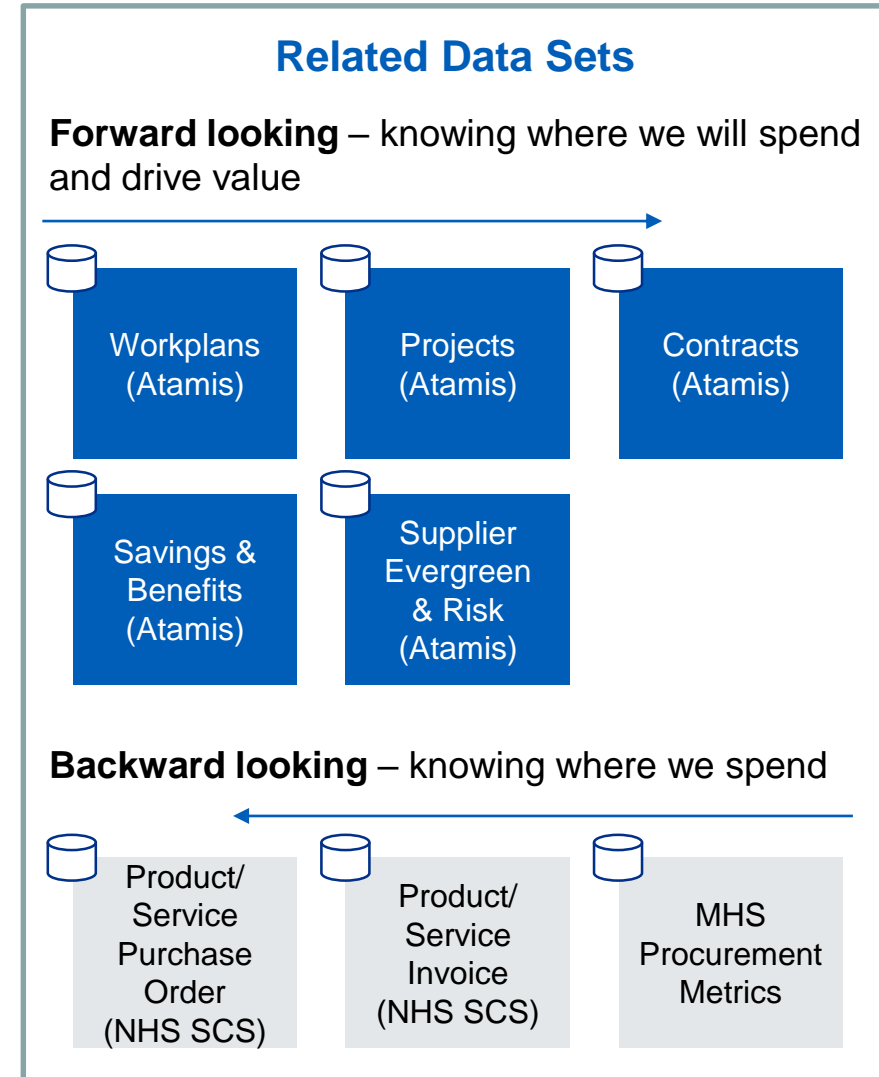
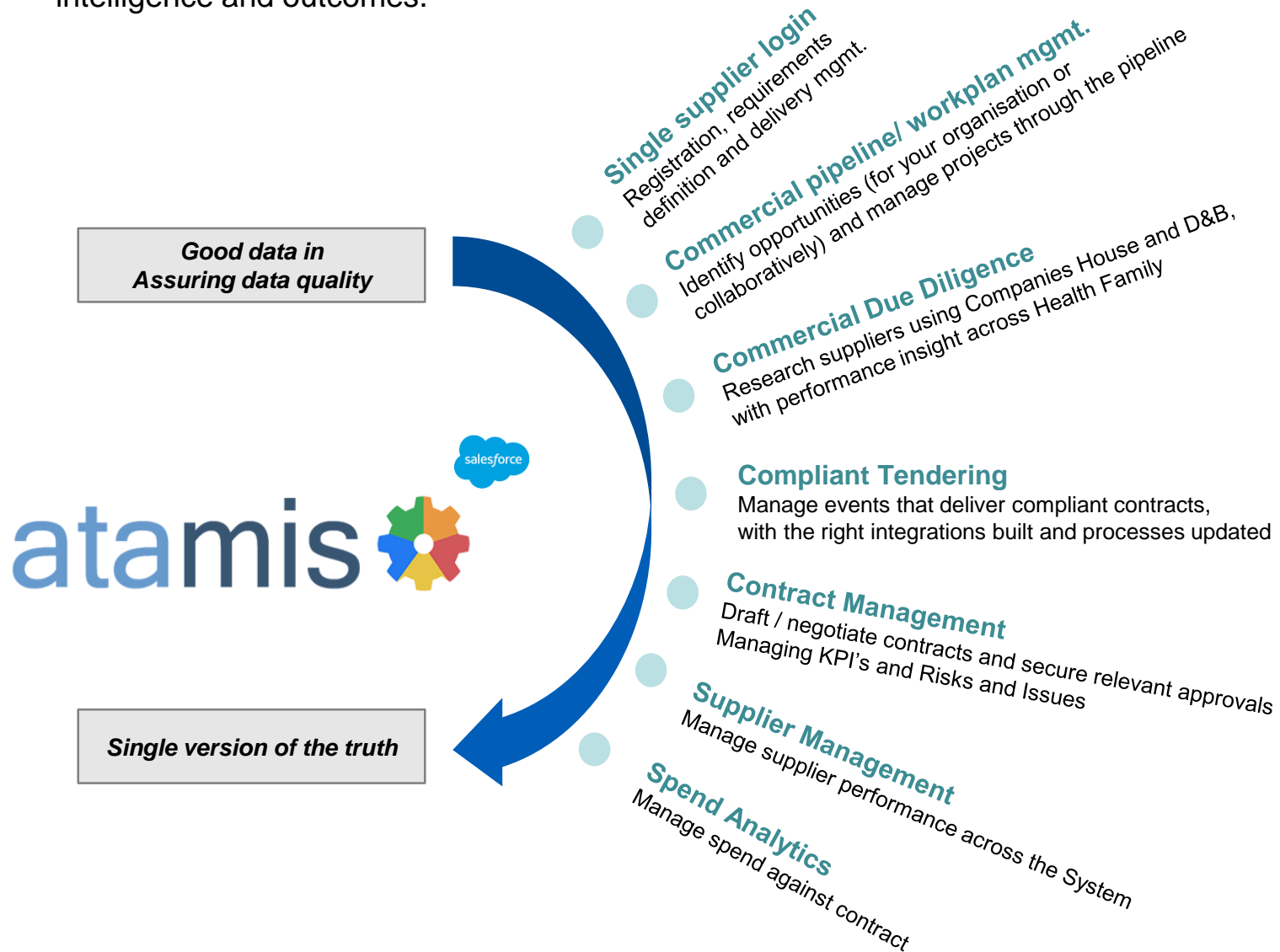
15 min presentation



5 min Q&A

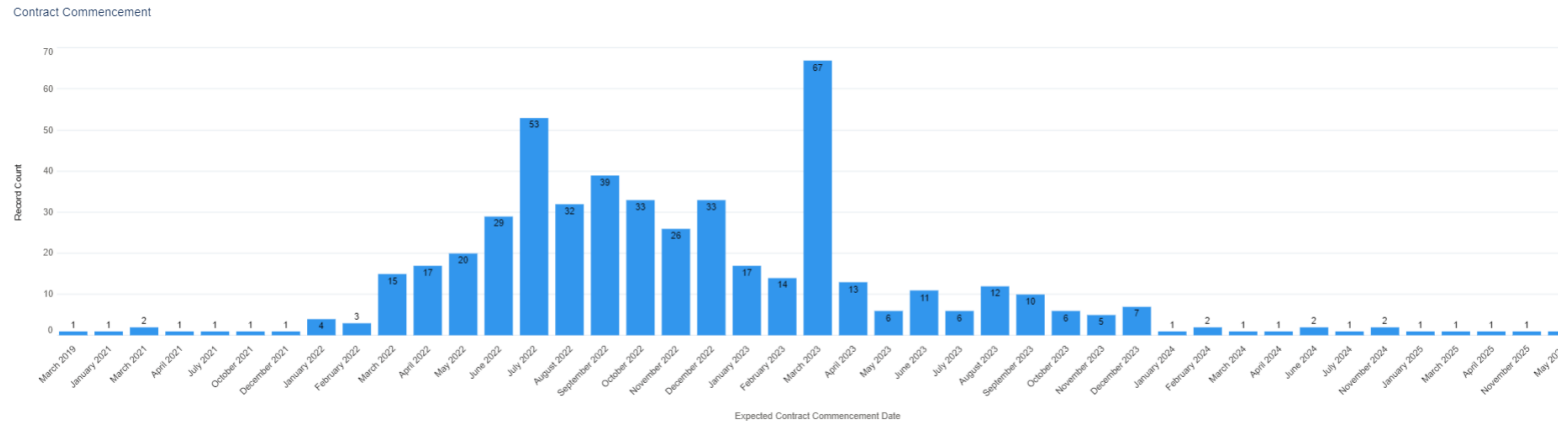
Atamis functionality scope

Centrally funded commercial system that is made available to NHS organisations to improve commercial intelligence and outcomes.



Benefits of managing full lifecycle through Atamis

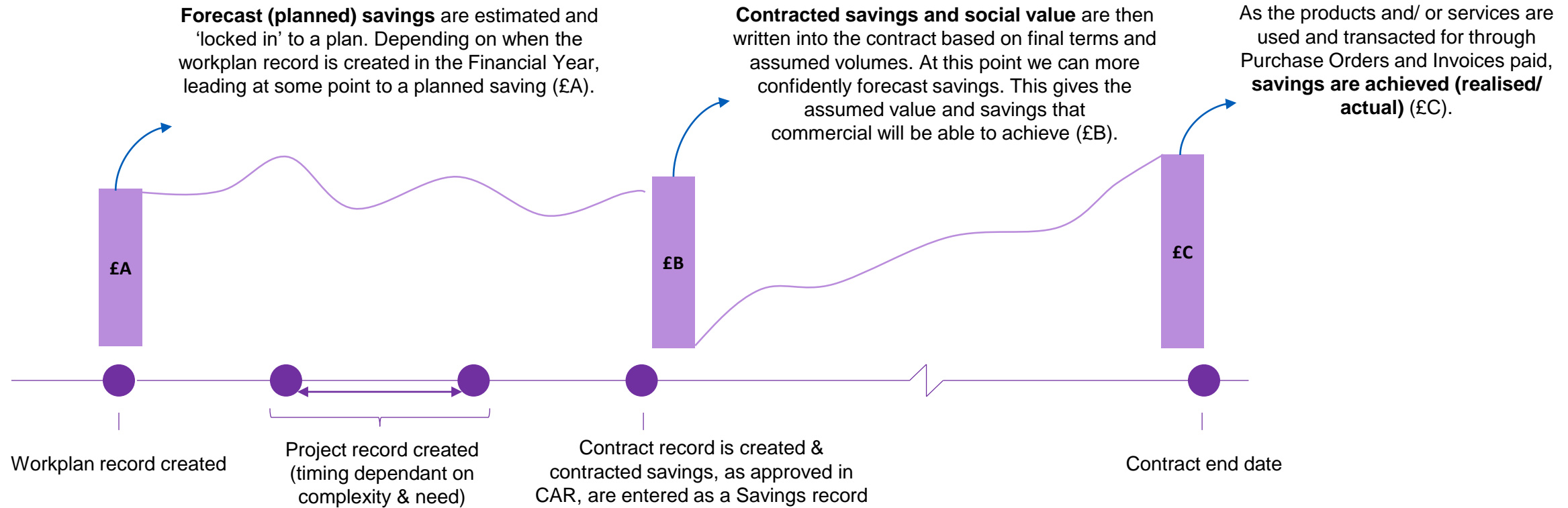
- 1. Organisational resource planning** – by making planned procurements visible, organisations can smooth out peaks and troughs across the team, improving the procurement outcomes and team morale.



- 2. Transparency to drive innovation and outcomes** – by maintaining the commercial pipeline in the workplan module of Atamis, [public transparency reporting requirements](#) can be met more efficiently in line with [PPN 05/21](#). Providing transparency enables suppliers to see what is going to be required to come up with innovative products and services.
- 3. Identify collaboration and aggregation** – ability to see upcoming contracts and new requirements across Integrated Care Systems, regions and nationally to increase collaboration and learning from others.
- 4. Identify and forecast value and savings** – ability to capture planned value and savings per project in order to understand progress against targets and variation to plan based on contracted savings delivered.
- 5. Consistency and efficiency** – by managing our commercial pipelines in the same way and to the same data standard the NHS can improve efficiency in reporting and reduce retraining requirements when team members move between organisations.
- 6. Resilience, risk and sustainability** – smaller chance of data corruption than in legacy systems, with sensitive information on projects more securely stored. Reporting on supplier intelligence in Atamis (e.g. financial sustainability by Dun & Bradstreet through integration) to understand financial risk in the supplier base. Procurement managers are actively focussed to identify and deliver sustainability benefits throughout the commercial lifecycle to meet the requirements of [PPN 06/20](#) to take account of social value.

Increased visibility across your ICS

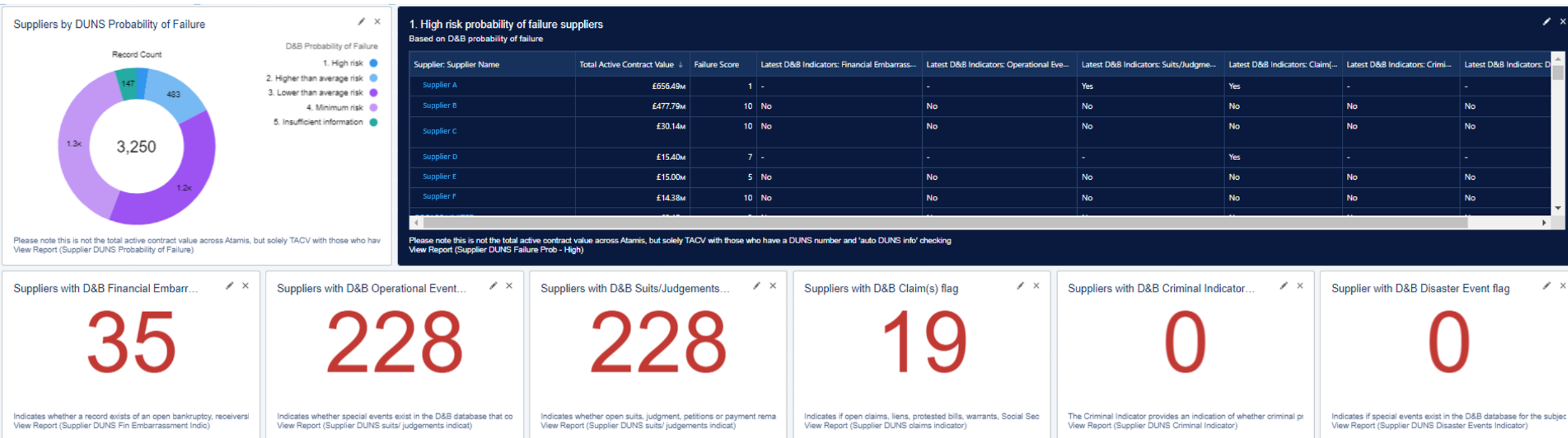
Creating a single view of forecasted and contracted savings.



<input type="checkbox"/> Project/Contract: Contract Name ↑ ▾	Savings Type ↑ ▾	Start Date ▾	Current End Date ▾	Current Value ▾	(Contracted) Savings Value ▾	Applies From ▾	Applies To ▾	Business Unit ▾	Revenue/Capital ▾	Savings Category ▾	Baseline Type ▾
<input type="checkbox"/> Cloud hosting example (3)	Cashable Saving (2)	01/08/2021	31/07/2023	£652,000.00	£24,000.00	01/08/2021	31/07/2023	IM&T	Revenue	A - Price Reduction	Historical Price Paid + CPI
		01/08/2021	31/07/2023	£652,000.00	£12,000.00	01/08/2021	31/07/2023	Finance	Revenue	A - Price Reduction	Historical Price Paid + CPI
	Subtotal			£652,000.00	£36,000.00						
	Non-Cashable Saving (1)	01/08/2021	31/07/2023	£652,000.00	£12,000.00	01/01/2022	31/07/2023	IM&T	Revenue	L - Quality Enhancement	External Benchmarking
	Subtotal			£652,000.00	£12,000.00						
Subtotal			£652,000.00	£48,000.00							
Total (3)			£652,000.00	£48,000.00							

Increased visibility across the NHS

- **External supplier intelligence** through D&B and DUEIDL integrations, with further links to Companies House.
- **Corporate hierarchy information**, e.g. registered country of origin, parent company of origin, ultimate holding company country of origin.
- **Financial probability of failure information**.
- **Supplier flags** such as criminal indicators, disaster events, financial embarrassment, claims, suits and judgements.
- Upcoming data regarding **supplier net zero and sustainability commitments** in line with the Evergreen framework.
- **User added soft intelligence** such as risks and performance concerns.



[Supplier DUNS information](#) – dashboard screenshot as taken on 06/11/2022.
Please note that key supplier information is masked for commercial sensitivity reasons.
Commercial professionals can directly access this intelligence via Atamis.

Learning points from system migration & adoption

1. **Review and cleanse of data** – assure data is cleansed before migrated, or that the right reports and dashboards can be created in the new system in order to drive data completeness and quality
2. **Start small and scale** – focus on core data points that are of highest value to your team and that you can easily understand and influence
3. **Training of procurement staff** – provide opportunity to speak up and regular team meetings
4. **Timing work pressures (e.g. year-end)** – take into consideration workload across the team and sell the benefits before starting on a system migration
5. **Procurement engagement** – Buy-in from team members is essential to the success of adoption and in order to drive tangible value
6. **Wider engagement with critical stakeholders** – e.g. procurement business and clinical stakeholders, finance community

Questions and answers

