

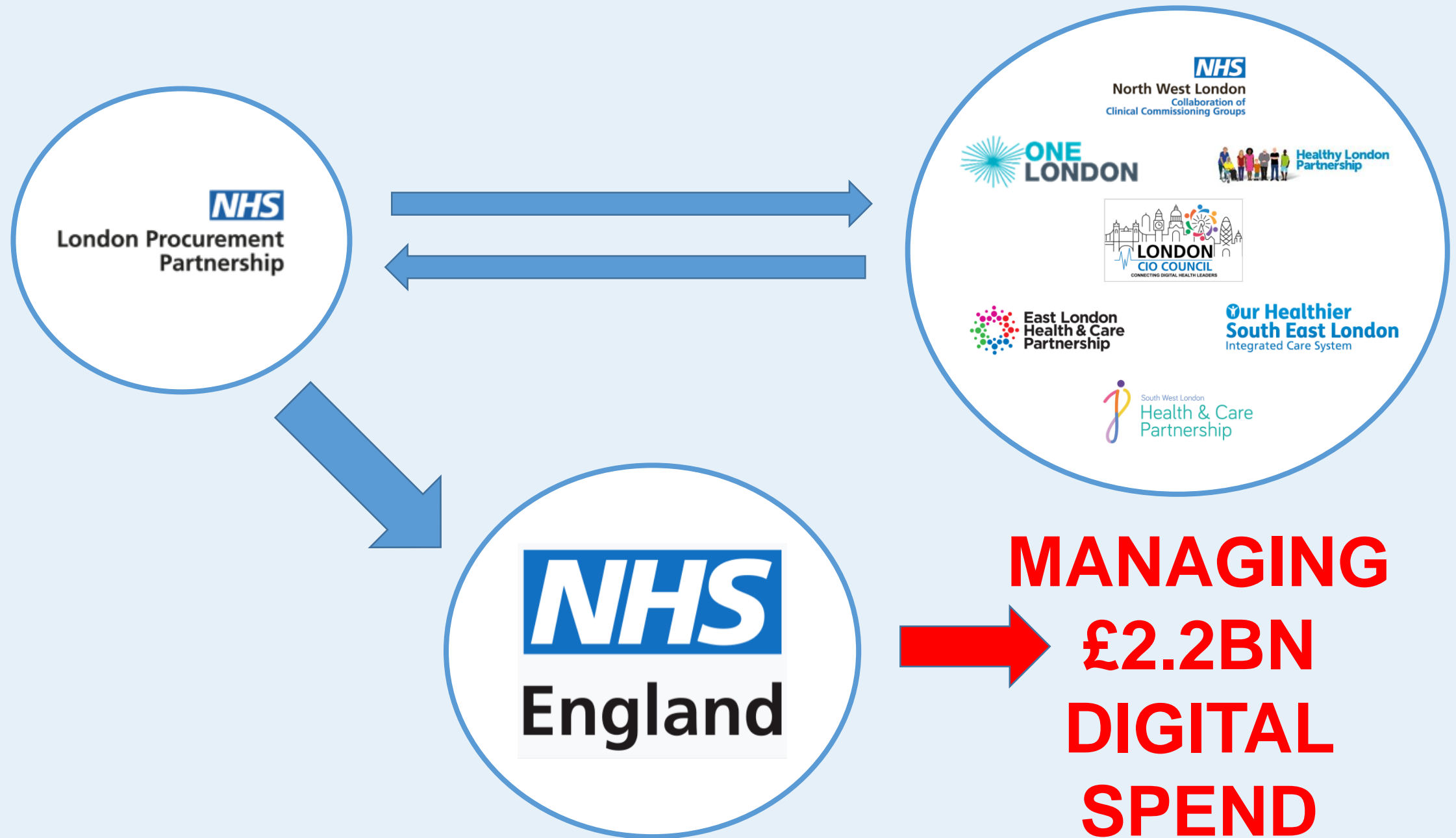


London Procurement
Partnership

Frontline digitisation levelling up and Digital Aspirants Plus – a national perspective

14th November 2022





NHS LPP EPR Procurement Activity – Geographical Spread

North East & Yorkshire

1. NHS Humber & North Yorkshire
2. NHS North East & North Cumbria
3. NHS South Yorkshire
4. NHS West Yorkshire

North West

5. NHS Cheshire & Merseyside
6. NHS Greater Manchester
7. NHS Lancashire & South Cumbria

East of England

8. NHS Bedfordshire, Luton & Milton Keynes
9. NHS Cambridgeshire & Peterborough
10. NHS Hertfordshire & West Essex
11. NHS Mid & South Essex
12. NHS Norfolk & Waveney
13. NHS Suffolk & North East Essex

Midlands

14. NHS Birmingham & Solihull
15. NHS Black Country
16. NHS Coventry & Warwickshire
17. NHS Derby & Derbyshire
18. NHS Hertfordshire & Worcestershire
19. NHS Leicester, Leicestershire & Rutland
20. NHS Lincolnshire
21. NHS Northamptonshire
22. NHS Nottingham & Nottinghamshire
23. NHS Shropshire, Telford & Wrekin
24. NHS Staffordshire & Stoke-on-Trent

South East

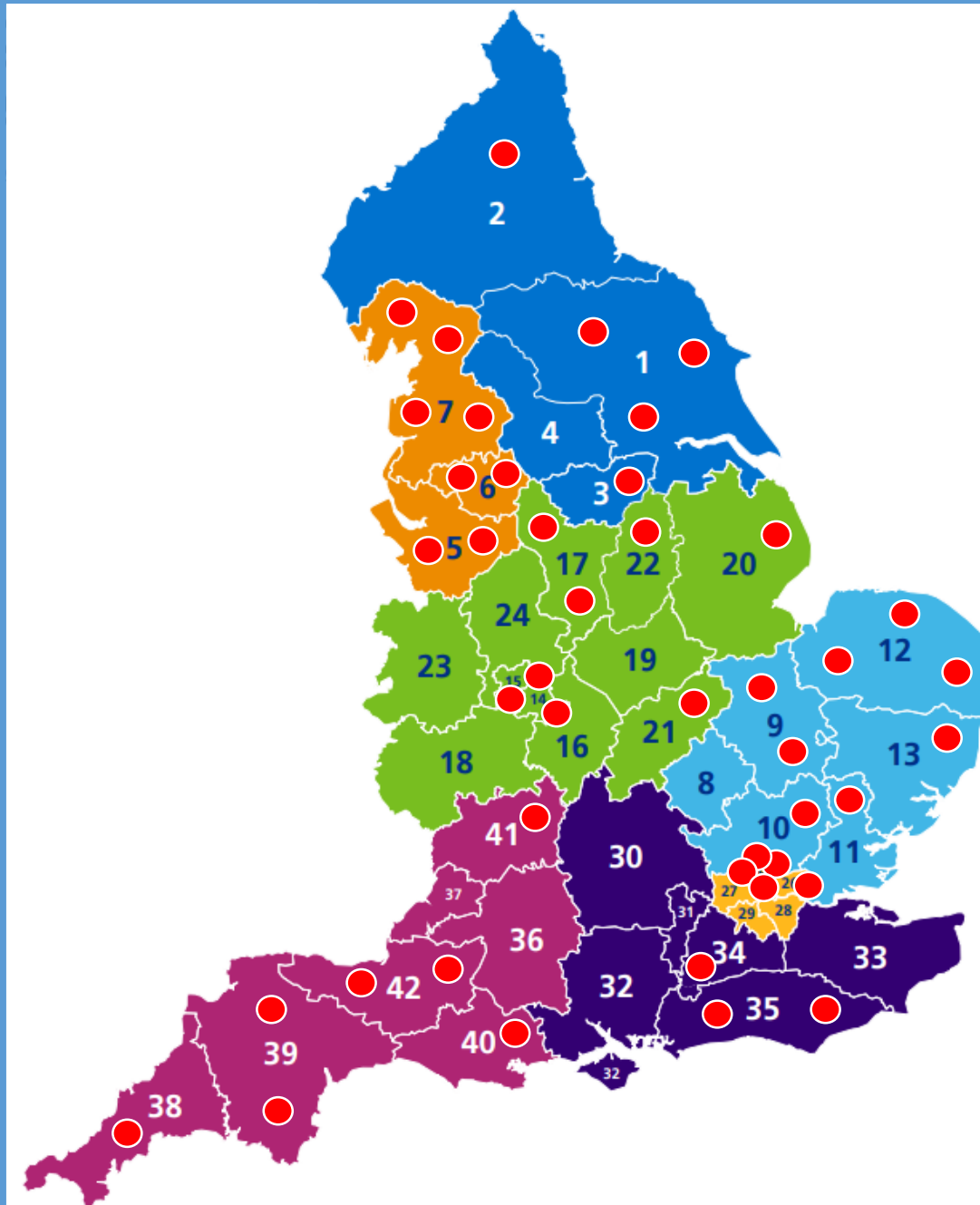
30. NHS Buckinghamshire, Oxfordshire & Berkshire West
31. NHS Frimley
32. NHS Hampshire & Isle of Wight
33. NHS Kent & Medway
34. NHS Surrey Heartlands
35. NHS Sussex

London

25. NHS North Central London
26. NHS North East London
27. NHS North West London
28. NHS South East London
29. NHS South West London

South West

36. NHS Bath & North East Somerset, Swindon & Wiltshire
37. NHS Bristol, North Somerset & South Gloucestershire
38. NHS Cornwall & The Isles of Scilly
39. NHS Devon
40. NHS Dorset
41. NHS Gloucestershire
42. NHS Somerset



1

PROJECT INITIATION AND PRE-PROCUREMENT

- Support OBC commercial case procurement strategy and route to market options appraisal (HSSF/CDS)
- Support incumbent contract management to ensure business continuity and contractual coverage
- Facilitate clinical and operational stakeholder engagement workshops
- Coordinate and manage the supplier pre-tender market engagement process
- Maintain and continuously develop standardised template EPR specification documents that can be refined locally
- Support Trusts to model their evaluation criteria
- Maintain and continuously develop standardised pricing schedules that allow for future expansion of the service
- Maintain and continuously develop demonstration script templates that can be adapted to meet local requirements
- Draft all ITT documentation for review and approval by local teams

2

TENDER PUBLICATION, MANAGEMENT AND

- Manage the further competition process through the Atamis e-tendering portal
- Coordinate and manage a supplier briefing event
- Manage all written supplier clarifications
- Coordinate and manage briefing sessions for all local evaluators prior to the receipt of bids
- Manage the receipt and collation of tender responses
- Use the Atamis portal to coordinate the scheduling of scored demonstrations and / or site visits
- Facilitate and manage all evaluation moderation sessions
- Draft the contract award recommendation report for review and approval by the relevant Trust / ICS / Regional / National boards
- Draft all supplier outcome and intent to award letters.
- Coordinate and manage the standstill and supplier debrief process

3

CONTRACT FINALISATION

- Current support facilitates the reduction of contract finalisation timescales and supplier compliance by ensuring all operational schedules are completed by suppliers as part of the bid process to prevent post preferred bidder contract negotiation
- Future support will move this process into pre-tender market engagement to further support supplier contractual compliance

CONTINUOUS PROCESS IMPROVEMENT



NHS LPP Skills & Team

- ✓ Dedicated Digital Health Team
- ✓ Specialist EPR Procurement and Commercial Directors
- ✓ Clinical and Technical SMEs with experience procuring and implementing EPRs both from both a clinical stakeholder and a digital stakeholder perspective
- ✓ Specialist Digital Health Senior Category Mangers
- ✓ Specialist Clinical Digital Category Mangers
- ✓ Procurement Support Specialists

NHS LPP Benefits

- ✓ Sharing EPR procurement knowledge, best practice and lessons learned across the 31 Trusts we're currently engaged with
- ✓ Continuous improvement of EPR procurement processes and standardisation of the approach and template documentation across the NHS

Key Features of the Revised Procurement Process

Frontloading

- Ideally full ITT issued to suppliers at pre-tender engagement, including affordability caps
- Supplier response template aims to identify issues across, solution, T&Cs and whole life costs
- **Improved accuracy of OBC**
- **Improved clarity on the potential level of competition and the ability to adapt pre-ITT issue to improve that position**
- **Reduced procurement timescales**
- **Remove / minimise post preferred bidder negotiation**
- **Reduced likelihood of cancelled procurements due to affordability issues**

Improved terms and conditions / commercials

- Within the constraints of the framework, a number of standard MSC provisions have been added. For example:
 - Implementation milestone definitions improved, retentions and LDs with the latter linked to loss of benefits derived from the OBC
 - Improved roadmap delivery obligations and remedies
 - Improved definition of service levels and standard MSC remedy structure adopted
 - Standard MSC remediation process include, adding in remediation advisor and step-in rights
 - Improved transparency reporting obligations
- **Improved commercial model**
- **Improved remedies**

Improved core requirements definition

- MDF to be used once stable and assured by suppliers. Increased clarity on the as-is and to-be technical and service management landscapes
- Inclusion of requirements to support the ICS digital strategy, including but not limited to horizontal/vertical interoperability, and Clinician/Patient/Data Sharing requirements
- Ensuring that extensibility to other trusts is included where appropriate
- **Improved procurement outcomes**
- **Flexibility to share the solution across other trusts in the ICS at a future date**

Improved requirements roadmap definition

- National future roadmap requirements (e.g. for interoperability / data sharing) not yet developed
- **Benefits from incorporating these into the contract are lost until available**

Improved award criteria

- Pricing component based on whole life costs and subject to pre-declared affordability FY profile where appropriate
- Service levels offered are evaluated, with the ability to set minimum levels
- Improved scope / weightings determined via inclusion of feedback on proposals as part of pre-market engagement
- **Improved procurement outcomes**

NHS LPP EPR Procurement Activity Dashboard – October 2022

Levelling Up Group	Number of Trusts
0	22
1	1
2	21

Secondary Care Setting	Number of Trusts
Acute	34
Community	2
Mental Health	4
Specialist Acute	4

Geographical Spread

44 Trusts, 26 ICBs, 7 Regions	East of England	London	Midlands	North East & Yorkshire	North West	South East	South West
NHS Birmingham and Solihull			2				
NHS Black Country			1				
NHS Cambridgeshire & Peterborough	2						
NHS Cheshire and Merseyside					2		
NHS Cornwall and the Isles of Scilly							1
NHS Derby and Derbyshire			2				
NHS Devon							2
NHS Dorset							1
NHS Gloucestershire							1
Greater Manchester					2		
NHS Hertfordshire and West Essex	1						
NHS Humber & North Yorkshire				3			
NHS Lancashire and South Cumbria					4		
NHS Lincolnshire			1				
NHS Mid and South Essex	1						
NHS Norfolk and Waveney	3						
NHS North Central London		4					
NHS North East and North Cumbria				1			
NHS North East London		1					
NHS Northamptonshire			1				
NHS Nottingham & Nottinghamshire			1				
Somerset							2
NHS South Yorkshire				1			
NHS Suffolk and North East Essex	1						
NHS Surrey Heartlands						1	
NHS Sussex						2	