



Exclusively for
 NHS LPP
 members

Switch to Save

We are offering an opportunity exclusively for NHS LPP members whereby if an NHS trust switches a contract to NHS LPP they get to keep 100% of the ABI (supplier rebate) that NHS LPP would have earned for the first 12 months of the contract, and 20% for the remaining term of the initial contract.

How to sign up

Get in touch with Luke Turnbull, NHS LPP's Head of Account Management at luke.turnbull@lpp.nhs.uk for an informal conversation. We'll take you through the five simple steps involved.

Example of how it works

If Trust X decides to move their £5m annual patient transport contract from a third party provider to NHS LPP, then any ABI that NHS LPP would have earned on that contract in the first 12 months will be paid back to Trust X in full on month 15. ➔

If Trust X switched in Oct 2023 and the ABI on patient transport was 2%; in Dec 24 Trust X would receive a payment for £100k, i.e. 12 months (Oct 23 to Sept 24) @ 2% of £5m. ➔

Every year thereafter, Trust X would receive a payment for £20k i.e. 20% of £100k until the initial term of the contract expires. Over and above this, Trust X would likely gain a price reduction by switching. ➔

Typical 'bankable' savings in a patient transport contract switched to NHS: NHS LPP currently average 15%, so in the example above, the Trust X would also receive a price reduction of £750k over a 12 month spend. ➔

For a three year contract full life savings would be £100k + (£20k * 2) + (£750k * 3) = £2.39m. 12 month 'bankable' savings would be £850k (i.e. £750k price reduction, £100k ABI rebate).

Note: The above typical price reduction element is not guaranteed and would likely be subject to you not having tendered a given contract in the past 36 months. If you have recently tendered, the 15% price reduction is unlikely to be there. However, the ABI refund will be, irrespective.

How can members take up this offer?



- ✓ Contact Luke Turnbull (details above)
- ✓ Agree a baseline spend for the next 12 months. Confirm suitable contracts for switching to NHS LPP
- ✓ Conduct benchmarking. Project manage contract switch and ramp up
- ✓ Payment for 100% of the ABI for year one commences 15 months after switch
- ✓ After 12 months the split turns to 80% NHS LPP/20% member
- ✓ Payment for the ongoing 20%'s continue on months 27, 39 and so forth until contract expiry.

