



## London Procurement Partnership

*Commercial advantage for the NHS by the NHS*



Programme Management Office

Annual Review

2014/15



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## 1 Forewords from LPP's Chair and Chair-elect



**Lorraine Bewes – LPP Chair (to March 2015) and Chief Financial Officer, Chelsea & Westminster NHS FT**

Joining the LPP steering board and then becoming Chair in February 2013 has given me the privilege of being able to influence the development of LPP, and during this past year a number of important projects have come to fruition – many relate to the proposals in Lord Carter's Interim Report of his Review of Operational Productivity in NHS Providers, published in June 2015.

Fuller details of the projects appear later in this document, but I want to mention the Demand Aggregation Pilot, the collaboration with the other NHS procurement hubs, and the strategy review which we have put in motion.

To my mind, demand aggregation is one vehicle through which the NHS can really address some of its financial issues at scale and pace. Suppliers are able to take advantage of the fragmentation of the NHS for commercial advantage. Members of the public, on the other hand, do not understand that the NHS is fragmented. If one organisation buys a stent for £1, the public expects every NHS organisation to pay £1.

That is of course a simplistic picture, but at many other levels it is common sense. LPP started out as a programme to enable NHS organisations to work together and leverage their buying power. That is demand aggregation – and what we have done through the Demand Aggregation Pilot is to demonstrate that with the commitment of NHS organisations, it can bring huge benefits to us all, to tax payers, and most important of all, to patients. Every project in the pilot delivered savings in aggregate – from around 15 per cent to **more than 65 per cent**. As a result, aggregation activities are being built into the LPP workstream pipeline and will become a routine part of their work on our behalf.

In the background, conversations have been ongoing with the other three regional NHS procurement hubs – East of England NHS Commercial Procurement Hub, NHS Commercial Solutions and NHS North of England Commercial Procurement Collaborative. The aims and objectives of each NHS hub are similar, but their governance structures and operating models have proved to be very different – Mario and Mick have worked tirelessly with the senior teams of the other hubs to find a way to work together, to bring the members of every hub extra value without adding to membership costs – and within the legal constraints imposed by those differences. I am delighted with the formation of the **NHS Collaborative Procurement Partnership**, an umbrella term for their joint working. Consequently, LPP members now have access to

“

*I take it as a personal responsibility to continue to ensure procurement is high on the agenda of my Board, and look to you to do the same within your organisations.*

”



a much bigger basket of frameworks, as well as the added benefit of new, joint framework agreements being created by the hub collaboration – without any increase in membership fees.

I take it as a personal responsibility to continue to ensure procurement is high on the agenda of my Board, and look to you to do the same within your organisations. It is vital that leaders bring their influence to bear. I urge you to identify what it is that your organisation needs from LPP and what you can do to further our collaborative progress. If you participate in everything LPP develops on your behalf, you benefit – above all, when everyone participates, everyone benefits. LPP is not, after all, a separate entity, it is an integral part of our procurement teams. We fund it, and we direct it.

The end of the 2014/15 financial year sees me step down from my post as LPP Chair, but I will continue to be an active member of the steering board. I wish my successor, John Goulston, Chief Executive of Croydon Hospitals NHS Trust, well as LPP enters its next phase.



**John Goulston - *Chief Executive, Croydon Health Services NHS Trust and LPP Chair from April 2015***

I have taken on the role of Chair because I believe that this is a fundamentally important time for our boards to recognise the role professional, collaborative procurement can play in helping us to achieve our individual savings targets, attack ever-spiralling non-pay costs (including those of temporary staffing), and at the same time enable the introduction of innovative products and services without adding cost pressures to the NHS.

Under Lorraine's guardianship, LPP has put in motion a series of projects which are testing different methods of collaborating. We have, for example, completed a Demand Aggregation pilot for the DH which achieved significant savings of between 15 and 65 per cent for participants – and demand aggregation is to be an ongoing part of LPP's service for members. We are in the process of launching what will be, in effect, a pilot internal market for medical locums – enabling us where possible to bypass agencies and their associated costs. We are also collaborating with the NHS procurement hubs in the South, Midlands and North to enable us to bring a national benefit to NHS procurement.

To my mind, this work is invaluable, and the current strategy review will help us identify other areas where we can make a real difference. I look forward to continuing Lorraine's good work, and thank her for her support over the past two years.

## 2 Introduction: Mario Varela, Managing Director



The financial challenge continues to grow for the NHS and for our members, and so it is a credit to LPP's staff and our members' procurement teams that, working together, we have achieved the steering board's target savings for this year. For 2014-15, our savings total was £103m contract savings, of which £83m were in-year savings.

We are well on track to meet the three-year cumulative £300m target set for April 2016. At the same time, we managed to reduce the level of membership

fees charged to our full London membership.

At all stages during the working year, our members have been encouraged to take an active part in deciding which categories we should target, and our annual workplan is a result of that joint member-LPP teamwork. The 2015-16 workplan can be found in the Appendix to this document. What is particularly pleasing this year is that, in our member survey carried out in December-January, 83 per cent of Heads of Procurement stated that they had had an opportunity to be involved in the workplanning process for LPP. (The remainder, on investigation, were all new in post at the time of the survey.)

I cannot stress often enough that LPP is not a separate entity, LPP is funded by and works for our members – we are an integral part of your procurement teams, to be directed and governed by you through the steering board and workplanning process. If our workplan does not feature what you, our members, need, it is your role to get involved and shape that plan so that it does. We aim to create as many ways for you to do that as we can – if you have a recommendation of how we could improve member involvement, please tell us about it.

Details of initiatives and developments from 2014-15 can be found in the pages which follow, but I want to summarise some of the year's highlights.

### Taking collaboration further: NHS Collaborative Procurement Partnership

In May 2014, we launched the new national Nursing framework, the first of our joint activities with the other NHS hubs: NHS Commercial Procurement Collaborative in the north, East of England NHS Collaborative Procurement Hub in the Midlands, and NHS Commercial Solutions in the South. This

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was the culmination of many months of hard work, and the Nursing framework was the first result of our efforts to find ways of removing duplication in NHS procurement.

That work continued, and – under the umbrella name NHS Collaborative Procurement Partnership - we jointly launched Total Orthopaedic Solutions in December, followed by Total Cardiology Solutions (which went live on 10<sup>th</sup> May 2015).

This work is one element of what NHS CPP is about – in addition we have, after a detailed exploration of the legal ramifications of our different structures, been able to find a way of opening up the benefits of each hub's framework agreements to a much wider NHS audience – the result is a raft of agreements now open to our members at no extra cost to the membership.

### **Supporting Lord Carter and the Department of Health in the review of NHS procurement**

We have been privileged to contribute, on behalf of the LPP membership, to the work of the DH and Lord Carter over the year. LPP has represented members in many meetings with Lord Carter during his review of NHS procurement. We look forward to his full findings being published in the autumn.



As many members will know, Lord Carter joined us at our conference in March. Rob Knott from the DH provided an update on the Future Operating Model, and Lord Carter finished the day with his views on the role metrics and e-cataloguing should play in improving efficiency.

His speech is available for you to view in full as a video [on our website](#).

### **Award winning staff and services - again**

Once again, we have had peer recognition for the work produced by LPP and for its staff. Laura Whitworth, a Senior Category Manager in our Agency team in 2014 and now a Senior Category Manager in our Estates, Facilities and Professional Services team, won the HCSA Emerging Talent Award in November. Laura Quirke, our Marketing & Communications Manager, was presented with the HCSA Procurement Excellence Award. Our work was shortlisted in a series of other awards, too, including the Go Awards and the Procurement Leaders Awards. At the time of writing, we are awaiting the results of HSJ Value Awards, in which our collaboration as CPP to create the Nursing framework is being recognised once again.

### **A better way of collaboration and a new way forward?**

LPP has a series of projects underway which are testing different methods of collaborating. We have, for example, completed the Demand Aggregation pilot for the DH and the TDA, which achieved



significant savings of between 15 and 65 per cent for participants – and demand aggregation is to be an ongoing part of LPP’s service for members. We are in the process now of launching what will be, in effect, a pilot internal market for medical locums – enabling us to provide an alternative channel to managing our own substantive staff who also wish to work as locums, so reducing the costs associated with using agencies. We are also further developing our collaboration with the NHS procurement hubs to enable us to bring a national benefit to NHS procurement.

At the same time, we are undergoing a review with members to determine exactly what you want from LPP over the next few years. Our annual member survey confirmed that you still want easy access through LPP to compliant frameworks. You still want the support and customer service we aim to provide, and of course you still want us to work with you to meet your savings targets. You will read more about the survey later in this document, which will also tell you what we promised last year, and how we met those promises. However, our survey this year and last, and discussions at the steering board, are suggesting that members may want more from LPP. Strategy discussions have been ongoing over the last few months, and individual stakeholder interviews are now underway to get every member’s opinion, at senior levels, of what LPP should and could be doing for NHS procurement. We look forward to reporting on how the steering board decides to take that forward over the next year.

I would just, finally, like to record my thanks to Lorraine Bewes, who has very ably chaired our steering board for the past two years and brought her influence to bear to the advantage of us all. She is now handing over the reins to John Goulston, Chief Executive at Croydon Health NHS Trust, and we greatly look forward to working with him. Welcome, John.





### 3 Summary by individual workstream:

#### 3.1 Agency and Temporary Staffing



The 2014/15 year started on a highly significant note for our Agency team and indeed the NHS, as it works to manage ever-increasing demands on staffing levels - May 2014 saw the launch of the **National Collaborative Framework for the Supply of Nursing and Nursing related staff**. This is the first national framework designed to support the NHS to manage the costs of agency staffing, and – as its name suggests - we developed it in conjunction with our CPP colleagues to bring the advantages of a managed market to as many NHS organisations as we can. The framework offers competitive and transparent contract pricing, a significant tool for organisations wanting to attack spiralling agency pricing.

Significantly, too, the framework provides for both temporary recruitment and permanent recruitment from within the UK and overseas. Lot 5 covers international recruitment, and this Lot has increased in usage – interest in this area is high as NHS bodies see international recruitment as a useful demand management tool for nursing. A particularly useful tool is the workspace we created on our internal portal my.lpp dedicated to international recruitment – by accessing this portal, NHS recruiters can look at costs and access mini-competition documentation for use when calling-off from the contract.

The framework featured in a **Sky News** report into the cost of A&E agency staffing over the peak Christmas/New Year period. LPP's Commercial and Business Development Director Mick Corti was interviewed by Sky News about the issues facing the NHS, and his contribution can be [seen online](#).

An **audit process** has been established for all our staffing frameworks. The nursing framework requires an annual audit of agencies to ensure continued compliance with the framework and the supply of compliant, suitably qualified staff. Updates to our audit specification include the addition of a series of core fails in which circumstances an agency is not permitted to supply to the framework – these include DBS checks (Disclosure and Barring Service checks – formerly Criminal Records Bureau checks) and nursing registration.

## Providing expertise to national and regional bodies

During the **Ebola** crisis, LPP supported Public Health England to develop messaging for agencies and NHS bodies on how temporary staff should be managed and checked for travel to infected regions.

Our workstream lead was interviewed for a **London Deanery** video on 'How to safely employ locums and ensure they meet quality and safety standards' – something the LPP **Medical Locums Framework** is designed to guarantee. The current framework, which has been working successfully for the London region, is due for renewal in 2016 and – in line with our desire to support the NHS nationally, a new, national, framework is now being developed with our CPP colleagues – this will enable the NHS to take advantage of the benefits which London has been enjoying.

## Looking forward

Workstream lead Richard Humble relocated to Singapore in December 2014, and Preeya Bailie took over the role. Preeya's team will focus its attention in 2015/16 on the renewal of the **Medical Locums framework**, but also on introducing innovation into staff management. We will be piloting a very exciting project - an internal **NHS Collaborative Locum Bank**. This will be designed to demonstrate that the NHS can manage the movement of substantive NHS employees who also work as medical locums – with the potential for reducing the amount the NHS currently spends on locum agencies. We look forward to reporting on its success in late autumn 2015.





### 3.2 Consultancy and Projects



The Consultancy team provides added support and expertise to members and other organisations within the NHS. It enables LPP to ‘flex’ its resources to meet new and individual demands which may be critical to one organisation rather than provide a benefit across the membership. This is a paid-for added value service which, in our member survey carried out in January 2015, achieved a 100 per cent satisfaction rating from users.

LPP’s consultancy team was commissioned in 2013 to support the creation of the **Clinical Administrative and Information Systems** (CAIS) framework to support mental health and community providers to make alternative arrangements in advance of the expiry in October 2015 of the *National Programme of IT*. Since then, the team has supported 24 acute trusts in their re-procurements under the new framework. As an indication of the importance of this work, during 2014/15 LPP members saved **£1,174,940**.

In 2014/15 LPP members also saved more than **£80m** through the *National Programme of IT*. LPP has begun forging relationships with NHS organisations in the north of England, whose regional arrangements are due to end in 2016, and is testing the appetite among acutes for a refresh of, or a new framework for, Patient Administration Systems.

Having helped to establish the **London Chief Information Officer Council** in 2013/14, the team continues to provide secretariat support. The Council now has more than 60 members from among acute, community, mental health, CCG and CSU organisations. The Council also informs the work of our Technology team – see page 20.

#### **Bespoke projects and the Demand Aggregation Pilot**

Bespoke projects have included providing procurement project management services to Tavistock and Portman NHS Foundation Trust for its Student Information System, and for its Business Process Management System for Family Nurse Practitioners. Both projects are due to be completed mid 2015.

The **Demand Aggregation Pilot**, undertaken on behalf of the DH and the NHS Trust Development Authority, came to an end during the year. It met its objectives, demonstrating success both in terms of the financial benefit achieved by participants, and proving that individual NHS organisations can

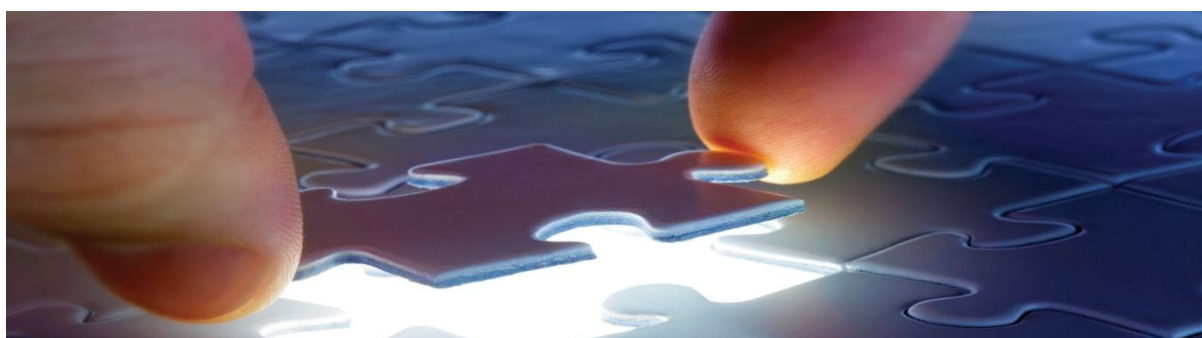
work together to align specifications and collectively commit to a procurement process. The first DAP aggregation – a **mobile telephony** mini-competition and eAuction completed in August 2014 – was executed against an existing Crown Commercial Services framework. 30 organisations, including seven LPP members, took part and enjoyed **66 per cent average savings**.

A mini-competition for **anti-embolism stockings** was completed in May 2015, using an NHS Supply Chain framework and included 11 LPP members. The eAuction generated 16 per cent average savings. The final Pilot project, a **gowns** mini-competition, is due to be completed in August 2015. This is being run using a NHS Supply Chain framework. There are 13 LPP members committed, and savings of at least 20 per cent are anticipated.

### Looking forward

Workstream lead John Horan retired during the year, and Steve Dunkerley, a highly experienced member of our consultancy team, took over the reins. During the year, the LPP steering board gave the go ahead to merge the Consultancy and Technology workstreams – it is envisaged that this will happen over summer 2015.

The process and governance developed during the Demand Aggregation Pilot are being adopted by LPP, and following agreement with the steering board, Demand Aggregation is to become a key LPP activity. Several aggregation projects across LPP's categories will begin in summer 2015.







### 3.3 Estates, Facilities and Professional Services



Following a review of workstreams, Professional Services joined Estates & Facilities in 2014. It made sense for us to combine the legal, outsourcing and other Professional Services with the work the E&F team was doing to provide estates-related advisory and consultancy services. As a consequence, our new Professional Services frameworks include **Estates & Facilities Advisory Services**, and **Construction Consultancy** – both introduced in early 2015.

We were delighted to welcome **Tracey Wain**, who is Deputy Director, Capital Planning and Strategic Estates Development, at UCLH, to our Category Board. Tracey is the workstream's **NHS Lead** – each team has a nominated category expert from within the membership to oversee the team's work and act as the conduit between the team, the membership and the steering board.

In line with LPP's strategy of forging closer ties with the other NHS procurement hubs under the banner of CPP, the workstream explored frameworks already available through the hubs and has added a number to our portfolio, including CPC's **Salary Sacrifice** framework for the purchase of cars.

As we introduce new frameworks, we are where appropriate opening up access beyond the membership and in some cases beyond the NHS to other public sector bodies, with a view to maximising the benefit the public sector can get from our work. This has generated interest from inside and outside the NHS – including **Sussex University** and **Community Health Partnerships** who have joined for 2015/16. LPP members all benefit, as non-NHS use of our frameworks brings in Associated Business Income, which is used to cover the costs of building and managing our frameworks and redistributed to members in the form of reduced annual membership fees.

At our annual conference in March, we updated everyone on our work piloting a service to support trusts to review and where possible renegotiate their PFI contracts. This **commercial PFI review service** has been underway with one



member, who has received a sizeable settlement offer from a PFI provider – negotiations are still underway at the time of writing. As a result of the pilot, we will be looking at how best to offer the service to the benefit of other members with PFI contracts.

We were delighted to be the first LPP team to dip our toes into the world of **apprenticeships**, and will be repeating the exercise in 2015. It is a small but rewarding contribution to establishing a talent pipeline for NHS procurement.







### 3.4 Medical, Surgical and Supply Chain



The Medical, Surgical and Supply Chain workstream has continued in the direction set during 2013-14 with further consolidation of the team and a continuing focus on the development and implementation of procurement solutions for LPP members.

During the year we worked with other NHS collaborative procurement hubs to enable access to a wider range of framework agreements, but also delivered two major framework agreements: **Total Orthopaedic Solutions** and **Total Cardiology Solutions**. Both frameworks are designed to cover many sub-categories within each speciality, delivering benefits across a large body of spend, and providing comprehensive contract coverage to enable a route to market that is fully compliant with the Public Contracts Regulations. For example, the **Total Cardiology Solutions Framework Agreement**, led by LPP, includes the following:

- Implantable Cardioverter Defibrillators and Pacemakers
- Electro Physiology
- Cardiac Stents and Transcatheter Aortic/Pulmonary Valves and Insertion Devices
- Interventional Radiology Products used in Cardiology
- Hypertension - including Renal Denervation solutions
- Heart Valves
- Perfusion
- Beating Heart Surgery Products
- Managed Services Solution.

Tendering for framework agreements remains a very important aspect of the team's work, but the real value for LPP members has been **active engagement in implementing frameworks**, evidenced by the savings generated, both as a consequence of "as-is" implementation as well as developing and implementing opportunities for change or rationalisation of suppliers and product mix.

***New frameworks introduced over the last year include:***

**Contract Ref:**

LPP2014/003  
CLI00286/NOECPC/KS  
CLI00207/NOECPC/PDJ  
LPP2013/00001

**Contract:**

Total Cardiology Solutions  
Total Orthopaedics Solutions  
Radiopharmaceuticals  
Renal Haemodialysis Accessories, Associated Consumables and  
Associated Services

## Customer Engagement

Spurred on by the adoption of active implementation of framework agreements, the team spends a considerable amount of time visiting and liaising with members' procurement teams. In addition, the team has established or supports a number of stakeholder groups:

- LPP Acute Stakeholder Board (to aid the development and ongoing review of the Medical, Surgical and Supply Chain workplan)
- Interventional Radiology Stakeholder Group
- Audiology Stakeholder Group
- Demand Aggregation Pilot Delivery Board
- Spinal Implants Stakeholder Group
- DH QIPP Orthopaedic Procurement Group
- Cardiology Strategy Group.

## Looking forward

2015-16 will see further collaboration with the other NHS hubs to provide more procurement solutions to benefit members. There will be a greater focus on stakeholder engagement and in particular clinical engagement, as Lord Carter drives further efficiencies in NHS procurement. Similarly, we are looking to build a series of demand aggregation opportunities, including some afforded by the total solutions framework agreements for Orthopaedics and Cardiology. As a consequence we are already seeking clinical leaders who will support such initiatives through clinical reference groups.





### 3.5 Medicines Optimisation and Pharmacy Procurement



Throughout 2014/15, the Medicines Optimisation and Pharmacy Procurement (MOPP) team has continued working to support integrated, pan-London collaboration, and has maintained the principle of sharing and dissemination of best practice across London.

Highlights have included:

- Major enhancements to existing **dashboards for QIPP** reporting in primary and secondary care - showing **average savings of £40m per year** over the last six years.
- The LPP MOPP Patient Access Scheme (PAS) project - the first of its kind in the UK - has mapped all drugs with a NICE-approved or Cancer Drug Fund PAS, and tracked usage and accrued benefits (circa £44m in 2014/15) for London.
- Establishment of **Task and Finish Groups**, which aim to identify and address opportunities for **better medicines optimisation** in both primary and secondary care, in several stakeholder-nominated key areas, and including membership from London AHSNs where appropriate:
  - Respiratory: inhaled medicines for long term conditions such as asthma and Chronic Obstructive Pulmonary Disease
  - Cardiovascular: medicines for a range of cardiovascular conditions including stroke and ischaemic heart disease
  - Antimicrobial: reducing inappropriate prescribing of antibiotics as a key part of the strategy to reduce the incidence of antimicrobial resistance
  - Partnership working with the pharmaceutical industry to facilitate and support innovation and adoption of new treatments
  - Medical management of stoma & incontinence
  - Key performance indicators to assist in monitoring prescribing patterns across London.
- Clinical medicines procurement for:
  - Botulinum toxin
  - Granulocyte Colony Stimulating Factors to support the immune system after immunosuppressive anticancer chemotherapy
  - Growth hormones for children and adults
  - New and innovative Hepatitis C treatments
  - Parenteral iron for patients with haematological disorders
  - Vascular endothelial growth factors for treatment of cancer and other conditions.

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**NHS London Procurement Partnership**

*Commercial advantage for the NHS by the NHS*

Continued support for management of growing expenditure on:

- High cost drugs excluded from tariff
- Supply of medicines through Homecare services.
- Provision of specialists leading pan-London work programmes for oncology, mental health, and oral nutritional supplements.

### Focus areas for 2015/16

- Quarterly reporting to trusts to track costs avoided, monitor lost opportunities and to raise awareness of existing and new Patient Access Schemes.
- Collaboration with the Department of Health's Commercial Medicines Unit and provision of support for validation of prices charged to NHSE by providers.
- Clinical medicines procurement for:
  - Biosimilar alternatives to existing high-cost monoclonal antibodies for treatment of immunological disorders
  - High cost antifungal drugs to treat life-threatening infections in cancer and other patients
  - Low Molecular Weight Heparins
  - Gonadorelin analogues for anticancer and other treatments
  - Fertility treatments
  - Cytokine modulators to treat rheumatoid arthritis and similar conditions
  - New types of insulin
  - Inhaled medicines for Cystic Fibrosis.
- Outsourcing of outpatient pharmacy services.
- Collaborative working with external stakeholders such as AHSNs.
- Provision of training and education and dissemination of best practice by running a number of webinars on key topics.
- Continue with the task and finish groups listed above to help address the medicines optimisation agenda.
- Work with stakeholders to identify the unmet needs and gaps that could be delivered by the LPP pharmacy team.





## 3.6 Technology



### 3.6.1 IT category team

Our IT category specialists have supported the Demand Aggregation Pilot during the year (see page 11), as well as supporting the implementation of existing frameworks – savings of more than 26 per cent are being achieved by members using the **Printer Consumables framework**, for example, and between 10 and 15 per cent from the **Client Devices – Essex Online Partnership Framework**.



With the objective of avoiding duplication, the team has worked on assessing members' needs, and identifying appropriate procurement solutions already available for use.

Members have for example been encouraged to take part in Crown Commercial Services NFC aggregations, including **SMS, mobile, voice and data, hardware and software**. These aggregations have delivered savings of between 20 and 67 per cent.

The **Managed Document Services Framework** continues to perform well for members. LPP has created a toolkit for users, including readiness assessments, business case templates, tender documents, technical and commercial documents and implementation plans. Supported by LPP's category expert, usage of this framework has increased year on year.

Savings for the nine MDS projects that have been awarded this year and which are now being implemented, have been in the region of **40-70 per cent, including payback in year one**. It is proving to be one of the best frameworks available nationally, attracting a growing number of non-member users as well as members.



**Electronic Document Record Management Systems** is another big focus for 2015, and we are already supporting many members in the full process from business case development to completion of implementation.

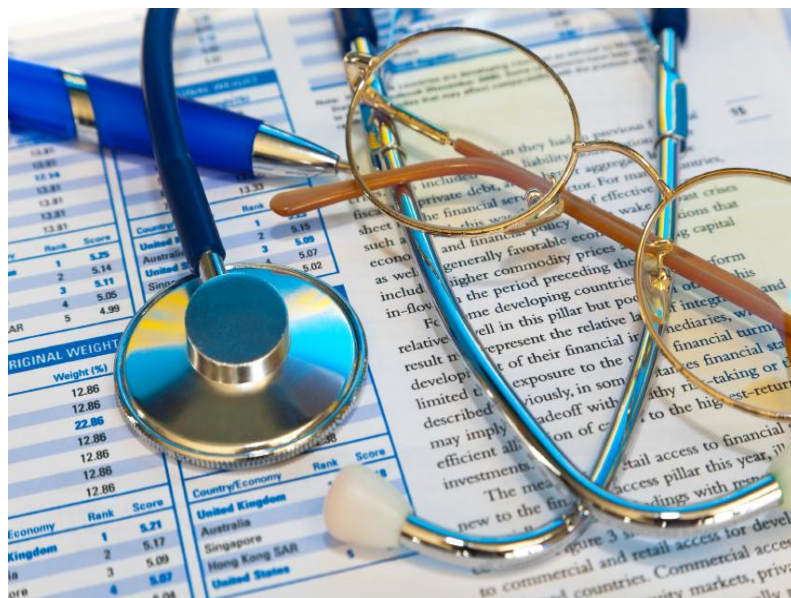
### 3.6.2 eEnablement Services

LPP provides a series of added value data services to members. Our **eRFQ tool** continues to deliver £300,000 per year in cash releasing savings – LPP believes this could be significantly more if it is used more effectively by members. If you need advice please contact [Nicola.Atask@lpp.nhs.uk](mailto:Nicola.Atask@lpp.nhs.uk).

The **LPP eSourcing suite** service for members offers three main features: **eRFx** the request for quote facility, online requests for information, proposals and quotations; **eAuction** - a powerful negotiation tool that helps reduce procurement costs through increased market transparency and competitive bidding; and **Contract Management** - a tool for managing the entire lifecycle of contracts from creation through to maintenance and onto renewals. 32 member organisations are now using or implementing the system (provided by Due North). It is being used for frameworks, further competitions, tenders covering all values and processes and contract management.

LPP has been supporting its members with the **DH eProcurement Strategy** objectives, hosting a number of member events and workshops with representatives from GS1 UK and the DH. LPP will continue to monitor DH requirements.

The **benchmarking and analytics service** now covers some **£7bn of visible spend across 40 NHS organisations**. Our analysts are working with members to improve the quality and content of their



data extracts. The work of our analysts feeds into every area of LPP's work – for example, reviewing the PFI pilot data for the Estates, Facilities and Professional Services team to enable negotiations with providers. Similarly, Pi spend data analysis is being used increasingly to inform our category teams' recommendations to individual members, and provides valuable business intelligence for aggregation projects.



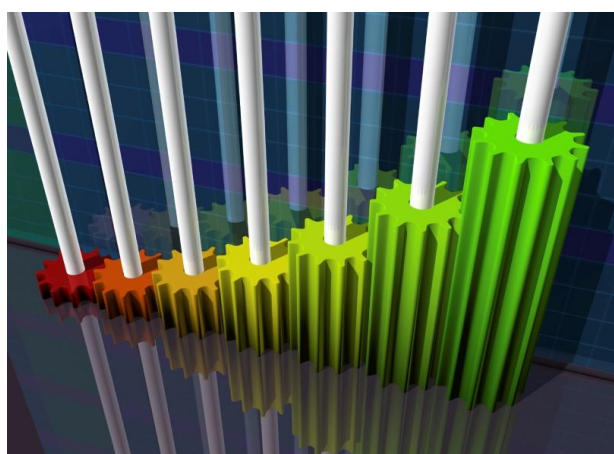
### 3.6.3 my.lpp and the LPP website [www.lpp.nhs.uk](http://www.lpp.nhs.uk)

We now have management information from 18 contracts routed through the **my.lpp portal** covering 744 suppliers – this not only reduces the effort for the category teams in collating information, but improves the level of confidence members can have in reported spend and savings figures. The number of contracts routed through my.lpp will grow over the next year as the category teams work with the data team to bring their contracts online.

The data team has managed a series of internal upgrades designed to make it easier for members and suppliers to access our reporting and information systems. **my.lpp** was given a redesign during the year, and new functionality was added in several areas. This included enabling members to view detailed information on their use of particular frameworks. A lot of work has also been done on the administrative areas of the system, allowing us to provide a more efficient service to members. In addition, the system has been adapted for collaboration with the other NHS hubs – originally a piece of work done for the development and launch of the national Nursing framework, this now includes making parts of the system available to a national user base – all of this has been managed in-house while maintaining the security of our members' areas.

At the time of the my.lpp development, we took the decision to redesign and relaunch the **website [www.lpp.nh.uk](http://www.lpp.nh.uk)**, integrating it with **my.lpp**. This very big task was also handled in-house, and the new site went live in September 2014. The stimulus was the decision that we should have a single sign-on for members accessing both my.lpp and the website, instead of the two separate sign-ins and registration processes which members had had to go through previously. Single sign-on provides a more convenient service for members and also cuts down on administration time spent maintaining the system. The number of registered users doubled within the first six months following the relaunch, an indication of improved usability, functionality and relevance to member needs.

Contract, pipeline, contact and membership details on the website are now fed directly from records held on my.lpp. This ensures that content on the site is as up to date as humanly possible. The project has also cut LPP costs as we no longer need a third party for maintaining and hosting the website. Furthermore all the design and development was done in house, a free open source content management system was used, and it is now hosted on the infrastructure already being used for my.lpp.





## Looking forward

We will be building our demand aggregation portfolio, and are looking to run aggregation for Hybrid Mail, External Print and Scanning Services in 2015. For data support, we are now in the process of migrating the website and my.lpp to new, more powerful servers. This **infrastructure upgrade** will ensure that the systems are running on an up to date platform and enhance the security of our data, and it will also enable us to cope with the increased amount of data we are now collecting and analysing on behalf of members.

The Due North **eSourcing** system will see a significant upgrade with improved functionality and we are looking at using the tool to run more sophisticated procurement processes such as reverse auctions and Dynamic Purchasing Systems.

During the year, the steering board gave the go ahead to create a single **Business Intelligence team** drawing together all LPP analytic and data handling resource into a single team. It is anticipated that this, along with a merger of Consultancy and Technology, will happen over the summer 2015, and enable the team to put a particular emphasis on supporting the **Digital 2020** objectives.





#### 4 NHS Collaborative Procurement Partnership – its benefits for members and the wider NHS



We instigated meetings back in 2013 with the other NHS collaborative procurement hubs NHS Commercial Solutions, NHS North of England Commercial Procurement Collaborative, and East of England NHS Collaborative Procurement Hub. This was the beginning of an exploration of options for closer collaboration.

**“**  
*It is imperative that we work together to support our members as they face the huge financial challenges which now beset the NHS.*

*We are taking this opportunity to expand our collective influence over non-pay spend and hence deliver a broader service and even greater value for our members, leveraging our collective resources, skills and expertise.*  
**”**

The first successful outcomes of this collaborative work were two framework agreements - the **National Collaborative Framework for the supply of Nursing and Nursing Related Staff** (which went live in May 2014), and the **NHS Total Orthopaedic Solutions Framework Agreement** (which went live on 1st January 2015). The first output for 2015/16 is the **Total Cardiology Solutions Framework Agreement** which went live in May 2015.

Having been successful in identifying and managing specific procurement opportunities, the hubs have now agreed a set of Principles which enable us to work collaboratively while remaining independent, and which establish the basis on which we will work in future to avoid duplication of frameworks and share appropriate and relevant frameworks with our respective members. Many of the hubs' frameworks are now available to our members, providing added value at no extra cost.

We are carrying this out under the banner '**NHS Collaborative Procurement Partnership**'. As individual hubs, we influence between £6bn and £7.5bn of NHS non-pay spend and support more than 160 NHS organisations.

#### **NHS London Procurement Partnership**

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## London Procurement Partnership

Initially, the Partnership is working in the following high priority strategic spend areas:

- Agency Nursing
- Cardiac
- Orthopaedics
- Estates.

Our selection of priority spend areas demonstrates that we are taking this opportunity to expand our collective influence over non-pay spend and hence deliver a broader service and even greater value for our members and the NHS, leveraging our collective resources, skills and expertise.



Commercial Solutions



East of England NHS Collaborative Procurement Hub



London Procurement Partnership



North of England  
Commercial Procurement Collaborative

Working together as the NHS Collaborative Procurement Partnership

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## 5 Corporate Support for Members

Mario and Mick represent LPP members at many NHS healthcare procurement stakeholder events and meetings. These include:

- Department of Health Procurement Strategy Programme and procurement update meetings
- NHS Supply Chain Customer Board
- Health Care Supply Association Council
- Department of Health QIPP Orthopaedic Group
- Lord Carter's review of procurement.



Mario and Mick spoke at a number of conferences and roundtables during the year including:

- NHS Confederation Conference on Procurement
- Slovenian and Croatian government delegation visit
- DH Meet the Buyer event
- GO Supplier Summits.



## 6 Marketing, Communications, Stakeholder Engagement

### 6.1 Awards



LPP's work with its members continued to be recognised nationally during the year. The national **Nursing framework collaboration** with CPP, led by LPP, was shortlisted for the **Go Awards Contract Management Initiative**, the **Procurement Leaders Awards 2015**, and at the time of writing has also been shortlisted for the **HSJ Value Awards 2015**

Our **Payroll, HR Administration and Transactional Recruitment Services** framework made the shortlist on three occasions: the Go Procurement Innovation award, HSJ Value Awards 2014, and Procurement Leaders Awards 2014.

Then in November 2014 we received two Winner awards out of three entries shortlisted for the **Health Care Supplies Association Awards** – two members of staff – Beth Watkins (Medical, Surgical and Supply Chain) and Laura Whitworth (Agency and Temporary Staffing) - were finalists for the Emerging Talent Award, with Laura taking the trophy home this year. Laura Quirke won the overall Excellence Award.

### 6.2 LPP Annual Conference, March 2015

Lord Carter, Peter Smith and Dr Rodney Foale were among the speakers at LPP's 2015 conference, attended by more than 70 members on 2nd March. Demand aggregation, the Future Operating Model, leveraging PFI contracts and managing complex Soft FM procurements were on the busy agenda. **Rob Knott** from the DH provided an update on the Future Operating Model, and **Lord Carter** finished the day with views on the role metrics and eCataloguing should play in improving efficiency.







**Peter Smith, editor of Spend Matters**, provided a cautionary note on the difficulties faced by aggregating demand - and was followed by **Dr Rodney Foale, Consultant Cardiologist** at St Mary's Hospital, who promptly provided a hugely entertaining (and personal) summary of managing one of those very difficulties, the clinical/procurement relationship.



The presentations are available for LPP members to [view on our website](#).

### 6.3 Media coverage

LPP's work on behalf of its members continued to attract press interest during the year, of which the highlight must be an interview with Commercial and Business Development Director, Mick Corti, on **Sky News**. A report into A&E agency staffing levels and the rates paid by the NHS over the Christmas period was the subject of scrutiny by Sky's Health Correspondent, Thomas Moore. Mick discussed the issues facing trusts but also the opportunities afforded by committed adherence to the new Nursing framework.



### 6.4 Member survey

LPP's second full survey of members ran in December 2014. The 2013 survey had demonstrated that members wanted increased levels of direct engagement between workstreams and members' procurement staff. Consequently, we were pleased to see that the latest survey stated that 67.5 per cent of respondents had direct engagement with the workstreams.

LPP has also put a significant focus on ensuring member involvement in the LPP workplanning process – we are an extension of our members' procurement teams, not a separate entity, and the workplan we follow should be directed by members. Consequently engagement has been promoted

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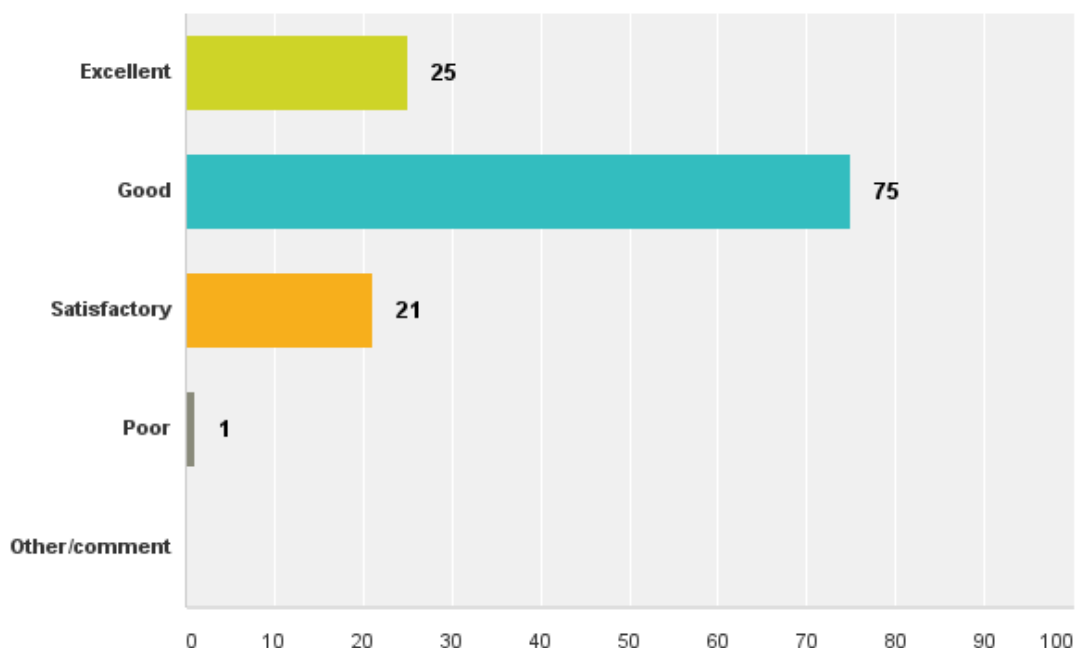




heavily during the year, with invitations to all members to feed into category pipeline meetings and surveys, attend the acute and mental health/community provider stakeholder boards held every two months, to attend category boards, provide individual organisation's workplans to enable us to identify areas of joint interest among members, and to attend the annual LPP member event. At the end of the year, 83 per cent of Heads of Procurement stated that they had been given the opportunity to be involved in planning LPP's activities.

### Q11 Please rate your overall satisfaction with the service you receive from LPP.

Answered: 122 Skipped: 0



These comments are drawn directly from survey responses, and highlight what being part of a successful membership organisation requires, from both sides:

*"I always receive a good experience with LPP and ensure I make time to reciprocate. I feel the more you put in the more you get out."*

*"LPP needs to be more assertive in delivering collaborative procurement across membership trusts, there is still too much silo procurement being conducted."*

That, we believe, is now being addressed through our CPP work, our demand aggregation projects, and a focus on close liaison with members to boost involvement in our work.

## 7 Member sign up 2015/16

Once again, all London acute, mental health and community providers signed up to LPP in 14/15. Our non-London members now number 10, bringing added leverage to our frameworks for the benefit of all members, wherever they are based. We welcomed four new members during the year: Brighton and Sussex University Hospitals NHS Trust, Coventry and Warwickshire Partnership NHS Trust, Maidstone and Tunbridge Wells NHS Trust, and Royal Berkshire NHS Foundation Trust

CCGs within London are also members of LPP and specifically work with our Medicines Optimisation and Pharmacy Procurement workstream.

A full list of our members as at 30<sup>th</sup> March 2015 can be found in Appendix A. An up to date list of our members is maintained on our website at <http://www.lpp.nhs.uk/about-lpp/our-members/>

## 8 Financials: total savings 2014/15

Final figures for 2014/15 are:

Workstream	Actual Savings 2014/15			Contracted Spend
	Cash Releasing	In Year Savings	Cost Avoidance	
Agency	£ 10,412,840	£ 2,966,684	£ -	£ 281,918,124
Estates, Facilities & Professional Services	£ 7,272,983	£ 2,765,870	£ 99,669	£ 40,838,263
Medical, Surgical & Supply Chain	£ 12,283,967	£ 5,768,729	£ -	£ 77,874,782
Pharmacy	£ 35,494,081	£ 35,494,081	£ -	£ 245,164,961
Patient Access Schemes	£ -	£ -	£ 45,800,430	£ 70,833,328
Technology	£ 1,762,210	£ 252,277	£ 271,250	£ 4,955,611
Consultancy	£ 1,174,940	£ 1,174,940	£ -	£ 17,385,749
Provider Total	£ 68,401,021	£ 48,422,581	£ 46,171,349	£ 738,970,817
Commissioning Total	£ 25,387,857	£ 25,387,857	£ -	£227,983,108.00
Provider and Commissioning Total	£ 93,788,878	£ 73,810,438	£ 46,171,349	£ 966,953,925
SCEP	£ 9,523,668	£ 9,523,668	£ -	£ 68,323,947
Total including SCEP	£ 103,312,546	£ 83,334,106	£ 46,171,349	£ 1,035,277,872



## 9 Governance

### 9.1 Steering board 2014/15:



The Steering Board is made up of senior representatives from LPP member organisations, including Chief Executives, Directors of Finance and Heads of Procurement. Representatives serve a three-year term. We are led and directed by our steering board, and are very grateful for the time and expertise they bring to meetings.

#### **Steering Board Members in 2014/15:**

- Lorraine Bewes, Chief Financial Officer, Chelsea and Westminster Hospital NHS Foundation Trust, LPP steering board Chair
- Gus Heafield, Director of Finance, South London and Maudsley NHS Foundation Trust, LPP steering board Deputy Chairman
- Steve McGuire, Executive Director, Guy's and St Thomas' NHS Foundation Trust, Host Trust
- Mario Varela, LPP Managing Director
- Mick Corti, LPP Commercial & Business Development Director

#### **Acute Sector representatives:**

- Alan Farnsworth, Director, UCL Partners Procurement Shared Service
- Bill Shields, Chief Financial Officer, Imperial College Healthcare NHS Trust (until October 2014)
- David Sloman, Chief Executive, Royal Free London NHS Foundation Trust
- John Goulston, Chief Executive, Croydon Health Services NHS Trust

#### **Mental Health Sector representative:**

- Gus Heafield, Director of Finance, South London and Maudsley NHS Foundation Trust

**Community representative:**

- Ian Millar, Director of Finance, Central London Community Healthcare NHS Trust

**CCGs representative:**

- Henry Black, Director of Finance, Tower Hamlets CCG

**NHS TDA representative:**

- Mark Brice, Portfolio Director (North West London)

**NHS Leads of LPP workstreams:**

- John Watts, Director of Procurement and e-Commerce, Barts Health NHS Trust (Medical, Surgical and Supply Chain) *(Stepped down on the completion of his role at Barts at the end of March; Lucie Jaggard, the new Director at Barts, will take his place as NHS Lead for 2015/16)*
- Linda Kruse, Director of Managed Services and Procurement, Barking, Havering and Redbridge University Hospitals NHS Trust (Data & e-Enablement)
- Grace Bishop, Group Director, Essentia (Estates & Facilities) *(retired in 2014)*
- Tracey Wain, Deputy Director, Capital Planning and Strategic Estates Development, University College London Hospitals NHS Foundation Trust (Estates, Facilities and Professional Services, following the retirement of Grace Bishop)
- Pia Larsen, Director of Procurement & Supply Chain, University College London Hospitals NHS Foundation Trust (Agency & Professional Services)
- Tim Root, Specialist Pharmacist, Clinical Governance & Technical Services, East & South East England Specialist Pharmacy Services (Pharmacy & Medicines Management)
- James Thomas, Director of ICT, University College London Hospitals NHS Foundation Trust (IT and Telecoms) *(Stepped down after moving out of the NHS; a new lead will be sought in 2015/16 for the combined Technology and Consultancy workstream)*

**Non Executive Directors:**

- Keith Mahoney, former NED at Barking, Havering & Redbridge University Hospitals NHS Trust
- Hari Sundaresan, Chief Procurement Officer, BT



## 9.2 Steering board meetings 2014/15:

April 10th 2014	June 12th 2014	August 14th 2014*
October 9th 2014	November 11th 2014*	January 23rd 2015
March 19th 2015		

The August\* meeting had to be cancelled, and the November\* meeting was run as a facilitated strategy review discussion. This was the start of an ongoing process to review the services LPP provides and consider future areas of focus. This review should conclude by autumn 2015.

*Minutes from the meetings are available to members in a secure section of my.lpp.*

## 9.3 Executive Management Board meetings

The Executive Management Board (EMB) is made up of the LPP NHS Leads, Mario Varela and Mick Corti. The board meets six times a year, usually a week before the steering board meets. The EMB is responsible for agreeing the workplan, co-ordinating the work of the workstreams and providing the link between LPP and the rest of the NHS.

The NHS Leads are also members of the steering board – see above for details of the 2014/15 NHS Leads.



## 9.4 Acute, Community and Mental Health stakeholder meetings

Meetings of both an Acute and a Community & Mental Health Stakeholder board have taken place every other month, attended by a majority of members' Heads of Procurement and several procurement department staff members. These are chaired by **Croydon Health Services NHS Trust** and **Camden & Islington NHS Foundation Trust** respectively. Standing items update LPP members on the Steering Board and, during 2014/15, the Demand Aggregation Pilot. For most of the year, the main focus is on workplanning to ensure that all members have had every opportunity to feed in their needs. The two boards now network together over lunch between their meetings and there is a presentation on an area of shared interest.

### Meetings were held as follows:

19th May 2014	14th July 2014	15th Sept 2014
19th Jan 2015	16th March 2015	

*Minutes are available to members in a secure area of the LPP website.* If you would like to attend, please contact [trish.hardy@lpp.nhs.uk](mailto:trish.hardy@lpp.nhs.uk).

## 9.5 Category board/pipeline meetings

### 9.5.1 Agency & Temporary Staffing:

Our category board continues to help shape our workplan to make sure it meets the needs of our member trusts. It also reviews the performance of each of our framework agreements to ensure that they are delivering for members. Contact [preeya.bailie@lpp.nhs.uk](mailto:preeya.bailie@lpp.nhs.uk) if you would like to attend.

### 9.5.2 Estates, Facilities and Professional Services:

Estates & Facilities Directors and directors managing Professional Services are invited to come and shape the work of our workstream. To attend our category board, please contact [edward.james@lpp.nhs.uk](mailto:edward.james@lpp.nhs.uk).

### 9.5.3 Medical, Surgical and Supply Chain:

The Acute stakeholder board acts as the category board for the workstream. All members are welcome to attend the Acute stakeholder board – see above for more information. In addition, we have meetings with subject matter experts for product-specific meetings – please contact [marc.osborne@lpp.nhs.uk](mailto:marc.osborne@lpp.nhs.uk) or [tom.wynne@lpp.nhs.uk](mailto:tom.wynne@lpp.nhs.uk) if you would like to attend any of our meetings.



#### 9.5.4 Medicines Optimisation and Pharmacy Procurement:

We have a series of stakeholder boards informing our work:

- Strategic Stakeholder Board – London Chief Pharmacists, CCG and CSU Leads – meets every two months (represents all London NHS organisations).
- Operational Stakeholder Boards – Primary and Secondary Care QIPP Groups – meets monthly and two monthly.

Please contact [jasbinder.khambh@lpp.nhs.uk](mailto:jasbinder.khambh@lpp.nhs.uk) for information on attending.

#### 9.5.5 Technology

We have two category boards influencing our work. The **Data and eEnablement Category Board** and the **IT & Telecoms Category Board** comprise Heads of Procurement, Systems Managers and ICT Directors from a variety of member organisations who meet to review new solutions, standards and systems and assess how best they might meet NHS requirements. All decisions for new and existing initiatives are made within the group, whose aim is to drive up data quality and procurement efficiency and best practice. We also take direction from the CIO council. During 2015/16 we will assess the degree to which this could fulfil the role of a category board for IT. We will however continue to have an eEnablement category board that works as a sub group of the stakeholder boards.

Please contact [steve.dunkerley@lpp.nhs.uk](mailto:steve.dunkerley@lpp.nhs.uk) if you would like to attend.



## 10 Appendix A: our members as at 30th March 2015

Barking, Havering and Redbridge University Hospitals NHS Trust	Homerton University Hospital NHS Foundation Trust
Barnet, Enfield and Haringey Mental Health NHS Trust	Hounslow and Richmond Community Healthcare
Barts Health NHS Trust	Imperial College Healthcare NHS Trust
Brighton and Sussex University Hospitals NHS Trust	King's College Hospital NHS Foundation Trust
Bromley Healthcare	Kingston Hospital NHS Foundation Trust
Buckinghamshire Healthcare NHS Trust	Lewisham and Greenwich NHS Trust
Camden and Islington NHS Foundation Trust	London Ambulance Service NHS Trust
Central and North West London NHS Foundation Trust	London North West Healthcare NHS Trust
Central London Community Healthcare NHS Trust	Maidstone and Tunbridge Wells NHS Trust
Chelsea and Westminster Hospital NHS Foundation Trust	Medway NHS Foundation Trust
Coventry and Warwickshire Partnership NHS Trust	Moorfields Eye Hospital NHS Foundation Trust
Croydon Health Services NHS Trust	NHS Barking and Dagenham CCG
Dartford and Gravesham NHS Trust	NHS Barnet CCG
East London NHS Foundation Trust	NHS Bexley CCG
Epsom and St Helier University Hospitals NHS Trust	NHS Brent CCG
First Community Health and Care	NHS Bromley CCG
Great Ormond Street Hospital for Children NHS Foundation Trust	NHS Camden CCG
Guy's and St Thomas' NHS Foundation Trust	NHS Central London (Westminster) CCG
	NHS City and Hackney CCG
	NHS Croydon CCG
	NHS Ealing CCG
	NHS Enfield CCG

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NHS Greenwich CCG

NHS Hammersmith and Fulham CCG

NHS Haringey CCG

NHS Harrow CCG

NHS Havering CCG

NHS Hillingdon CCG

NHS Hounslow CCG

NHS Islington CCG

NHS Kingston CCG

NHS Lambeth CCG

NHS Lewisham CCG

NHS Merton CCG

NHS Newham CCG

NHS Redbridge CCG

NHS Richmond CCG

NHS Southwark CCG

NHS Sutton CCG

NHS Tower Hamlets CCG

NHS Waltham Forest CCG

NHS Wandsworth CCG

NHS West London (K and C and QPP) CCG

North East London NHS Foundation Trust

North Middlesex University Hospital NHS Trust

Oxford University Hospitals NHS Trust

Oxleas NHS Foundation Trust

Royal Berkshire NHS Foundation Trust

Royal Brompton and Harefield NHS Foundation Trust

Royal Free London NHS Foundation Trust

Royal National Orthopaedic Hospital NHS Trust

South London and Maudsley NHS Foundation Trust

South West London and St George's Mental Health NHS Trust

St George's University Hospitals NHS Foundation Trust

Tavistock and Portman NHS Foundation Trust

The Hillingdon Hospitals NHS Foundation Trust

The Royal Marsden NHS Foundation Trust

The Whittington Hospital NHS Trust

University College London Hospitals NHS Foundation Trust

West London Mental Health NHS Trust

West Middlesex University Hospital NHS Trust

Worcestershire Health and Care NHS Trust

Your Healthcare

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# LPP Workplan Summary



Category ~ Contract/Initiative Name	Framework Author (If not LPP)	Contact	Start Date	End Date	Accessible To	Initial Period	Number of Extensions
<b>Agency</b>							
Allied Health Professionals Agency Framework		preeya.bailie@lpp.nhs.uk	Nov/2012	Oct/2016	ALL London LPP members	2.00	1.00
Demand Management		preeya.bailie@lpp.nhs.uk	Feb/2015	Jul/2016	All LPP members	1.00	0.00



Market Management - Medical Locums		preeya.bailie@lpp.nhs.uk	May/2012	Apr/2016	ALL London LPP members	2.00	1.00
National framework for the supply of nursing and nursing related staff	CPP	preeya.bailie@lpp.nhs.uk	May/2014	May/2016	All NHS	2.00	2.00
National Framework for the supply of Medical Locums	CPP	preeya.bailie@lpp.nhs.uk	Feb/2016	Jan/2018	ALL London LPP Members	2.00	2.00
<b>Estates, Facilities &amp; Professional Services</b>							
Analysis and Reconciliation Services	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Accounts Payable)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Estates)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Payroll)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Telecommunications)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Temporary Staffing)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (Utilities)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Analysis and Reconciliation Services (VAT)	EOE	laura.whitworth@lpp.nhs.uk	Nov/2012	Oct/2015	CPP	2.00	1.00
Building & Engineering Maintenance Services [2015]		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Air Handling Units)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00

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Services [2015] (Automatic Doors)							
Building & Engineering Maintenance Services [2015] (BMS)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Boilers)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Cooling & Refrigeration)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Fire Systems)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Lifts)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Medical Gas Pipelines)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (PAT & FWT)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Patient Hoists)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Security)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (UPS & Generators)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building & Engineering Maintenance Services [2015] (Water Systems)		silvana.iuliano@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Building Materials and Associated services	CCS	silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00

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services (Elec)							
Building Materials and Associated Services (Flooring & Tiling)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated Services (Paint & Solvents)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated Services (Plant Hire Services)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated Services (Plumbing & Heating)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated services (Timber & Joinery)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Building Materials and Associated Services (Workshop Tools)		silvana.iuliano@lpp.nhs.uk	Jun/2015	May/2019	All Public Sector	2.00	2.00
Construction Consultancy Services		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP members	2.00	2.00
Construction Consultancy Services (Architectural Services)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services (CDMC)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services (Cost Advisor)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services (M&E Engineers)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services (Project Management)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services (Structural Engineer)		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00
Construction Consultancy Services		edward.james@lpp.nhs.uk	Oct/2014	Sep/2016	LPP Members	2.00	2.00

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(Surveying Services)							
CPC Drive	NOE	laura.whitworth@lpp.nhs.uk	Apr/2014	Mar/2019	CPP	5.00	0.00
CPC Drive (Online Expenses)		laura.whitworth@lpp.nhs.uk	Apr/2014	Mar/2019	CPP	5.00	0.00
CPC Drive (Vehicle Leasing)		laura.whitworth@lpp.nhs.uk	Apr/2014	Mar/2019	CPP	5.00	0.00
Estates & Facilities Advisory Services		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Asbestos Services)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Authorising Engineers)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (BREAM Assessors)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Building Operations)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (CRC and EU ETS)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Energy Consultancy)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Energy Procurement)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Environmental Impact)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	3.00	2.00
Estates & Facilities Advisory Services (Equality Act/ DDA)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Estates Strategy)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00

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(Fire Consultancy)							
Estates & Facilities Advisory Services (Health & Safety)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Healthcare Planning)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Life Cycle Planning & Management)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Lifting Equipment)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Lighting Consultancy)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Property Acquisition & Disposal)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Radar Investigation)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Rent & Rates Review)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Security Consultancy)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Topographical Surveys)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Waste Consultancy)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Water Hygiene)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00
Estates & Facilities Advisory Services (Workplace Transformation)		edward.james@lpp.nhs.uk	Aug/2014	Aug/2016	LPP Members	2.00	2.00

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Interpretation Services - Face to Face and British Sign Language	CCS	<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Sep/2011	Aug/2015	Named LPP members	3.00	0.00
Interpretation Services (2015)		<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Sep/2015	Aug/2019	All Public Sector	4.00	0.00
Legal Services		<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Sep/2011	Aug/2015	London LPP members	3.00	0.00
Major Building Works		<a href="mailto:Steve.Clarke@lpp.nhs.uk">Steve.Clarke@lpp.nhs.uk</a>	Dec/2015	Nov/2017	NHS Organisations	2.00	2.00
Minor Building Works		<a href="mailto:Steve.Clarke@lpp.nhs.uk">Steve.Clarke@lpp.nhs.uk</a>	Sep/2015	Aug/2017	NHS Organisations	2.00	2.00
Payroll & HR Services		<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Nov/2012	Nov/2016	NHS Organisations	4.00	0.00
Payroll & HR Services (HR Admin)		<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Nov/2012	Nov/2016	NHS Organisations	4.00	0.00
Payroll & HR Services (Transactional Recruitment)		<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Nov/2012	Nov/2016	NHS Organisations	4.00	0.00
Provision of Legal Services	CS	<a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>	Feb/2015	Jan/2019	CPP	4.00	0.00
Signage & Wayfinding	CCS	<a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>	Aug/2015	Jul/2019	All Public Sector	4.00	0.00
Signage & Wayfinding (Bespoke Signage)		<a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>	Aug/2015	Jul/2019	All Public Sector	4.00	0.00
Signage & Wayfinding (Specialist Signage)		<a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>	Aug/2015	Jul/2019	All Public Sector	4.00	0.00
Signage & Wayfinding (Stock Signage)		<a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>	Aug/2015	Jul/2019	All Public Sector	4.00	0.00
Signage & Wayfinding (Wayfinding)		<a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>	Aug/2015	Jul/2019	All Public Sector	4.00	0.00
Soft Facilities Management Service		<a href="mailto:silvana.iuliano@lpp.nhs.uk">silvana.iuliano@lpp.nhs.uk</a>	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Soft Facilities Management Service (Catering Services)		<a href="mailto:silvana.iuliano@lpp.nhs.uk">silvana.iuliano@lpp.nhs.uk</a>	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Soft Facilities Management Service (General Cleaning)		<a href="mailto:silvana.iuliano@lpp.nhs.uk">silvana.iuliano@lpp.nhs.uk</a>	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Soft Facilities Management Service		<a href="mailto:silvana.iuliano@lpp.nhs.uk">silvana.iuliano@lpp.nhs.uk</a>	Apr/2013	Apr/2018	All Public Sector	5.00	0.00

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(Linen & Laundry Services)							
Soft Facilities Management Service (Pest Control)		silvana.iuliano@lpp.nhs.uk	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Soft Facilities Management Service (Security & Manned Guarding)		silvana.iuliano@lpp.nhs.uk	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Soft Facilities Management Service (Window Cleaning)		silvana.iuliano@lpp.nhs.uk	Apr/2013	Apr/2018	All Public Sector	5.00	0.00
Statutory Finance & Audit		turkan.ince@lpp.nhs.uk	Apr/2015	Mar/2017	NHS Organisations	2.00	2.00
Transactional Finance, Accountancy and Transactional Procurement Services		laura.whitworth@lpp.nhs.uk	Apr/2014	Apr/2018	LPP Members	4.00	0.00
Transactional Finance, Accountancy and Transactional Procurement Services (Accountancy)		laura.whitworth@lpp.nhs.uk	Apr/2014	Apr/2018	LPP Members	4.00	0.00
Transactional Finance, Accountancy and Transactional Procurement Services (Procurement)		laura.whitworth@lpp.nhs.uk	Apr/2014	Apr/2018	LPP Members	4.00	0.00
Transport Services Framework		edward.james@lpp.nhs.uk	Dec/2012	Dec/2017	All Public Sector	5.00	0.00
Transport Services Framework (Courier Services)		edward.james@lpp.nhs.uk	Dec/2012	Dec/2017	All Public Sector	5.00	0.00
Transport Services Framework (Patient Transport)		edward.james@lpp.nhs.uk	Dec/2012	Dec/2017	All Public Sector	5.00	0.00
Transport Services Framework (Taxi Services)		edward.james@lpp.nhs.uk	Dec/2012	Dec/2017	All Public Sector	5.00	0.00
Voltage Optimisation Framework		edward.james@lpp.nhs.uk	Nov/2012	Nov/2017	All Public Sector	5.00	0.00
Waste Management Services		edward.james@lpp.nhs.uk	Nov/2012	Nov/2017	All Public Sector	5.00	0.00
Waste Management Services (Clinical, Hazardous and Radioactive Waste)		edward.james@lpp.nhs.uk	Nov/2012	Nov/2017	All Public Sector	5.00	0.00

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Waste Management Services (General Waste and Recycling)		edward.james@lpp.nhs.uk	Nov/2012	Nov/2017	All Public Sector	5.00	0.00
White Goods		edward.james@lpp.nhs.uk	Apr/2015	Mar/2019	All LPP members	4.00	0.00
<b>Medical, Surgical &amp; Supply Chain</b>							
Anti-Embolism Stockings (DAP)		steve.dunkerley@lpp.nhs.uk	May/2015	Apr/2017	DAP only	2.00	1.00
Audiology - Hearing aids and accessories - [NHSSC]		chris.hassall@lpp.nhs.uk	Aug/2015	Jul/2017	Named LPP members	2.00	2.00
Breast Prosthesis and Testicular Implants		gavin.kavanagh@lpp.nhs.uk	Sep/2015	Aug/2017	All LPP Members	2.00	3.00
Cardiac Stents, TAVI Products and Transcatheter Pulmonary Devices		nicco.varela@lpp.nhs.uk	Nov/2013	Nov/2015	All LPP members	2.00	2.00
Commitment Discount - BD Posiflush		chris.hassall@lpp.nhs.uk	Apr/2014	Apr/2016	All LPP Members with agreement from BD	2.00	0.00
Commitment Discount - BD Syringes and Needles		chris.hassall@lpp.nhs.uk	Oct/2012	Sep/2015	All LPP Members with agreement from BD	3.00	0.00
Commitment Discount - BD VPS Venflon Pro Safety (2nd)		chris.hassall@lpp.nhs.uk	Nov/2014	Oct/2016	All LPP Members with agreement from BD	2.00	0.00
CPAP/BiPAP		nicco.varela@lpp.nhs.uk	Sep/2015	Aug/2017	All LPP Members	2.00	2.00
Endometrial Ablation and Tension-Free Vaginal Tape		gavin.kavanagh@lpp.nhs.uk	Sep/2015	Aug/2017	All LPP Members	2.00	2.00
Endoscopy consumables and Capsule Endoscopy consumables	CS	gavin.kavanagh@lpp.nhs.uk	May/2015	Apr/2017	All LPP members	2.00	2.00
Enteral Feeds, Consumables and Support Services		jeanetta.nelson@lpp.nhs.uk	Apr/2016	Mar/2020	All LPP members	4.00	0.00
Floor Stock Wholesaler		tom.wynne@lpp.nhs.uk	Oct/2013	Sep/2023	ALL London LPP members	10.00	0.00

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Haemostats		chris.hassall@lpp.nhs.uk	Aug/2015	Jul/2017	All LPP members	2.00	2.00
Heart Valves		nicco.varela@lpp.nhs.uk	Sep/2013	Sep/2015	All LPP members	2.00	2.00
ICDs/Pacemakers 2012 - 14		nicco.varela@lpp.nhs.uk	Oct/2012	Jun/2015	All LPP members	2.00	2.00
Insulin Pumps		nicco.varela@lpp.nhs.uk	Sep/2015	Aug/2017	All LPP members	2.00	2.00
Interventional Radiology Consumables	NOE	nicco.varela@lpp.nhs.uk	Sep/2014	Sep/2018	All LPP members	4.00	0.00
Laparoscopic consumables		chris.hassall@lpp.nhs.uk	Sep/2012	Aug/2015	ALL London LPP members	3.00	1.00
Medical and Surgical Gowns (DAP)		steve.dunkerley@lpp.nhs.uk	Sep/2015	Aug/2017	DAP only	2.00	1.00
Negative Pressure Wound Therapy 2013 - 2015		chris.hassall@lpp.nhs.uk	May/2013	Apr/2016	All LPP members	2.00	1.00
Neutral Wholesaler		tom.wynne@lpp.nhs.uk	Apr/2010	Mar/2020	ALL London LPP members	10.00	0.00
Orthopaedic Hips and Knees		gavin.kavanagh@lpp.nhs.uk	Apr/2012	Jun/2015	ALL London LPP members	3.00	0.00
Procedure Packs	NOE	chris.hassall@lpp.nhs.uk	May/2014	Dec/2015	All LPP members	1.00	0.00
Radiopharmaceuticals	NOE	chris.hassall@lpp.nhs.uk	Jun/2014	May/2017	All LPP members	3.00	1.00
Renal HD Consumables 2014		nicco.varela@lpp.nhs.uk	Jul/2014	Jul/2016	All LPP members	2.00	2.00
Spinal Implants 2014 - 2016		gavin.kavanagh@lpp.nhs.uk	Apr/2014	Mar/2016	All LPP members	2.00	2.00
Total Cardiology Solutions	CPP	nicco.varela@lpp.nhs.uk	May/2015	Apr/2017	All NHS CPP members	2.00	2.00
Total Orthopaedic Solutions	CPP	gavin.kavanagh@lpp.nhs.uk	Jan/2015	Dec/2016	All NHS CPP members	2.00	2.00
Total Orthopaedics Solution Phase 2 Implementation		gavin.kavanagh@lpp.nhs.uk	Jan/2015	Dec/2016	All LPP Members	2.00	1.00
Trauma Orthopaedics		gavin.kavanagh@lpp.nhs.uk	Oct/2013	Oct/2015	All LPP members	2.00	2.00
Trauma Phase 2 Implementation		gavin.kavanagh@lpp.nhs.uk	Nov/2013	Oct/2015	All LPP Members	2.00	2.00

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Vendor Neutral Managed Services		tom.wynne@lpp.nhs.uk	Aug/2012	Jul/2016	All NHS	4.00	0.00
<b>Pharmacy</b>							
1KCal Liquid feed		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
ACE inhibitors		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All london CCGs	1.00	0.00
Amino acid formulae		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Blood Glucose testing strips		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Cystic fibrosis		Philip.Aubrey@nhs.net	Sep/2015	Aug/2017	ALL London LPP members	2.00	0.00
Donepezil		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Ezetimibe		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Fentanyl		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Fertility generic		Philip.Aubrey@nhs.net	Sep/2015	Aug/2017	ALL London LPP members	2.00	0.00
Glargine generic		Philip.Aubrey@nhs.net	Sep/2015	Aug/2017	ALL London LPP members	1.00	0.00
Gluten free		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Gonadorelins		Philip.Aubrey@nhs.net	Sep/2015	Aug/2017	ALL London LPP members	1.00	0.00
Infliximab generic		Philip.Aubrey@nhs.net	Mar/2015	Feb/2017	ALL London LPP members	1.00	0.00
Insulins		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Laxatives		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Melatonin		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00



Mental health generic		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Metformin		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Omega 3		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All london CCGs	1.00	0.00
Orodispersible		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Oxycodone		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Quetiapine		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Renal ESA Tender		Philip.Aubrey@nhs.net	Jan/2014	Dec/2015	ALL London LPP members	1.00	0.00
Rosuvastatin		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
SCEP		Philip.Aubrey@nhs.net	Jan/2014	Mar/2016	All London trusts	1.00	0.00
Silver dressings		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Therapeutic Tender (Antifungals)		Philip.Aubrey@nhs.net	Jul/2013	Aug/2015	ALL London LPP members	1.00	0.00
Therapeutic Tender (Anti-TNFs)		Philip.Aubrey@nhs.net	Jul/2013	Aug/2015	ALL London LPP members	1.00	0.00
Therapeutic Tender (Botulinum Toxin)		Philip.Aubrey@nhs.net	Apr/2013	Aug/2016	ALL London LPP members	1.00	0.00
Therapeutic Tender (GCSF)		Philip.Aubrey@nhs.net	Apr/2013	Aug/2016	ALL London LPP members	2.00	0.00
Therapeutic Tender (Hep C - Protease Inhibitors)		Philip.Aubrey@nhs.net	Apr/2013	Aug/2016	ALL London LPP members	1.00	0.00
Therapeutic Tender (Low Molecular Weight Heparins)		Philip.Aubrey@nhs.net	Jul/2013	Aug/2015	ALL London LPP members	1.00	0.00
Therapeutic Tender (Parenteral iron)		Philip.Aubrey@nhs.net	Apr/2013	Aug/2016	ALL London LPP members	2.00	0.00

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TPN		Philip.Aubrey@nhs.net	Jan/2015	Dec/2016	ALL London LPP members	2.00	0.00
Venlafaxine IR		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Venlafaxine MR		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Vitamin D		jas.khambh@lpp.nhs.uk	Apr/2014	Mar/2016	All London CCGs	1.00	0.00
Wholesaler Framework Agreement		Philip.Aubrey@nhs.net	Apr/2015	Mar/2016	ALL London LPP members	1.00	0.00

Technology							
2350 Essex Online Partnership IT Hardware		tony.nwagbolu@lpp.nhs.uk	Dec/2013	Dec/2016	All LPP members	3.00	1.00
Benchmarking & Analytics Service	CCS	rob.mcbarron@lpp.nhs.uk	May/2015	May/2017	All LPP Members	2.00	1.00
Digital Dictation, Voice Recognition, Transcription	CS	tony.nwagbolu@lpp.nhs.uk	Dec/2011	Dec/2015	All LPP and Commercial Alliance Members	2.00	1.00
Document Storage & Retrieval and Bulk Scanning Services (Commercial Solutions Framework)		baldish.kang@lpp.nhs.uk	Apr/2015	Nov/2016	All Public sector organisations	4.00	0.00
eRFQ Tool London Sharesave		nicola.atack@lpp.nhs.uk	Oct/2011	Sep/2015	All LPP members	2.00	0.00
eSourcing		nicola.atack@lpp.nhs.uk	Aug/2013	Aug/2017	All LPP members	3.00	1.00
G-Cloud 5 - IT services through the cloud		tony.nwagbolu@lpp.nhs.uk	May/2014	Nov/2015	All Public Sector Organisations	1.00	0.00
GS1 Implementation Support		nicola.atack@lpp.nhs.uk	Feb/2015	Jan/2016	All LPP Members	1.00	0.00
Managed Document Services		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00
Managed Document Services-Lot 1: Supply. Maintenance. Consumables and		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00

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Print Audit							
Managed Document Services-Lot 2: Hybrid Mail (Outgoing)		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00
Managed Document Services-Lot 3 : External Print		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00
Managed Document Services-Lot 4: Electronic Document Record Management System Platform (EDRMS)		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00
Managed Document Services-Lot 5: Managed Print Services		baldish.kang@lpp.nhs.uk	Apr/2013	Apr/2017	All Public Sector Organisations	4.00	0.00
Mobile Telephony Aggregation- NFC10		tony.nwagbolu@lpp.nhs.uk	Jun/2012	Jun/2015	All Public sector organisations	0.00	0.00
Printer Consumables	CCS	baldish.kang@lpp.nhs.uk	Sep/2011	Jul/2015	All LPP members	3.00	0.00
Printer Hardware K/NEPA/2011		tony.nwagbolu@lpp.nhs.uk	Oct/2011	Oct/2015	All LPP members	2.00	1.00
PSN Connectivity	CCS	tony.nwagbolu@lpp.nhs.uk	Apr/2012	Apr/2016	All Public Sector	3.00	0.00
Public Services Network (PSN) IT Network Services	CCS	tony.nwagbolu@lpp.nhs.uk	Jun/2012	Jun/2016	All Public Sector Organisations	2.00	2.00
SMS Gateway and Bulk SMS Messaging - NFC8	CCS	tony.nwagbolu@lpp.nhs.uk	Apr/2015	Mar/2018	All LPP Members	3.00	0.00

## NHS London Procurement Partnership






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## 12 Appendix C: who we are

### 12.1 Agency & Temporary Staffing











<b>Preeya Bailie, Workstream Lead</b> Tel: 020 7188 6705 Email: <a href="mailto:Preeya.bailie@lpp.nhs.uk">Preeya.bailie@lpp.nhs.uk</a>		Preeya has significant experience in procurement change programs including outsourcing, collaboration and income generation.
<b>Omobola Sotomi, Senior Category Manager</b> Tel: 020 7188 6704 Email: <a href="mailto:Omobola.sotomi@lpp.nhs.uk">Omobola.sotomi@lpp.nhs.uk</a>		Omobola has experience across a wide variety of spend in the public sector, including the DH, Ministry of Justice, the Olympic Delivery Authority, TFL and various NHS trusts.
<b>Stephanie-Lea Alexander, Procurement Co-ordinator</b> Tel: 020 7188 7188 x55301 Email: <a href="mailto:Stephanie.alexander@lpp.nhs.uk">Stephanie.alexander@lpp.nhs.uk</a>		Stephanie began her career as a Junior Buyer specialising in Estates and Facilities, and Medical and Surgical, and spent a year getting to know the Bank system before moving to LPP.

### 12.2 Estates, Facilities & Professional Services









<b>Edward James, Senior Category Manager</b> Tel: 020 7188 7188 Email: <a href="mailto:edward.james@lpp.nhs.uk">edward.james@lpp.nhs.uk</a>		Ed has 9 years working in the NHS in project management, turnaround and procurement. He is a member of CIPS and a Prince 2 practitioner.
<b>Silvana Iuliano, Senior Category Manager</b> Tel: 020 7188 5379 Email: <a href="mailto:Silvana.iuliano@lpp.nhs.uk">Silvana.iuliano@lpp.nhs.uk</a>		Silvana has worked for a number of years as Head of Procurement in London trusts. She is MCIPS qualified and a procurement trainer.
<b>Laura Whitworth, Senior Category Manager</b> Tel: 020 7188 6704 Email: <a href="mailto:laura.whitworth@lpp.nhs.uk">laura.whitworth@lpp.nhs.uk</a>		Laura has worked in NHS procurement for more than eight years. Before joining LPP in 2012 she was the Procurement Projects Manager at Chelsea & Westminster NHS Foundation Trust.
<b>Steve Clarke, Senior Category Manager</b> Tel: 020 7188 7188 x86706 Email: <a href="mailto:steve.clarke@lpp.nhs.uk">steve.clarke@lpp.nhs.uk</a>		Steve is CIPS qualified with experience of managing high value and complex contracts in the UK and overseas, including PFI funded projects.
<b>Turkan Ince, Senior Category Manager</b> Tel: 020 7188 7188 Email: <a href="mailto:turkan.ince@lpp.nhs.uk">turkan.ince@lpp.nhs.uk</a>		Turkan's private and public sector experience includes financial modelling, pricing and contract negotiations and internal business assurance.
<b>Munawar Omar, Apprentice</b> Tel: 020 7188 7188 Email: <a href="mailto:Munawar.omar@lpp.nhs.uk">Munawar.omar@lpp.nhs.uk</a>		Munawar Omar studied AS Maths, English and Physics before joining LPP as an Apprentice to develop a career in procurement.



### 12.3 Medical, Surgical & Supply Chain

<b>Marc Osborne, Senior Workstream Lead</b> Tel: 020 7188 6680 Email: <a href="mailto:marc.osborne@lpp.nhs.uk">marc.osborne@lpp.nhs.uk</a>		Marc has worked in senior procurement roles including Associate Director at the Healthcare Purchasing Consortium and Director of Procurement and Supply Chain at UCLH.
<b>Tom Wynne, Workstream Lead</b> Tel: 020 7188 6678 Email: <a href="mailto:tom.wynne@lpp.nhs.uk">tom.wynne@lpp.nhs.uk</a>		Tom's experience includes Head of Procurement for NHS trusts, and Associate Director of Procurement for Healthcare in a procurement hub.
<b>Loretta George, Category Support Specialist</b> Tel: 020 7188 7188 x54232 Email: <a href="mailto:Loretta.george@lpp.nhs.uk">Loretta.george@lpp.nhs.uk</a>		Loretta has worked with Transport for London and London Borough of Camden. Her experience includes capital and facilities management.
<b>Chris Hassall, Senior Category Manager</b> Tel: 020 7188 6672 Email: <a href="mailto:chris.hassall@lpp.nhs.uk">chris.hassall@lpp.nhs.uk</a>		Chris worked in the private sector, primarily in procurement, planning and logistical roles in food manufacturing, before moving to the NHS. He is now a Medical & Surgical specialist.
<b>Gavin Kavanagh, Senior Category Manager</b> Tel: 020 7188 6682 Email: <a href="mailto:gavin.kavanagh@lpp.nhs.uk">gavin.kavanagh@lpp.nhs.uk</a>		Gavin has Local Authority, hospitality and education, pharmacy, clinical consumables and medical devices experience, with particular expertise in aggregated volume negotiations.
<b>Peter Mather, Category Support Specialist</b> Tel: 020 7188 7188 x54083 Email: <a href="mailto:peter.mather@lpp.nhs.uk">peter.mather@lpp.nhs.uk</a>		Peter has held procurement roles at the City of London Corporation, the Health Protection Agency and has also worked for a number of different NHS Commissioning Support Units.
<b>Jeanetta Nelson, Senior Category Manager</b> Tel: 020 7188 7188 x55235 Email: <a href="mailto:Jeanetta.nelson@lpp.nhs.uk">Jeanetta.nelson@lpp.nhs.uk</a>		Jeanetta has NHS and Local and Central Government experience, and has procured foster care, telephony, diagnostics, mental health services and NHS111 & GP OOH services.
<b>Ian Taylor, Analyst</b> Tel: 020 7188 7188 Email: <a href="mailto:ian.taylor@lpp.nhs.uk">ian.taylor@lpp.nhs.uk</a>		Ian has in-depth medical and surgical product knowledge, and a degree in mechanical engineering. He has worked with Purchased Healthcare, Barts Health, and UCLH.
<b>Nicco Varela, Senior Category Manager</b> Tel: 020 7188 7188 x55261 Email: <a href="mailto:nicco.varela@lpp.nhs.uk">nicco.varela@lpp.nhs.uk</a>		Nicco has delivered Medical & Surgical projects for LPP including Orthopaedics, Trauma Orthopaedics, ICDs and Pacemakers, and Laparoscopy.
<b>Beth Watkins, Senior Category Manager</b> Tel: 020 7188 6672 Email: <a href="mailto:beth.watkins@lpp.nhs.uk">beth.watkins@lpp.nhs.uk</a>		Beth brings Medical and Surgical category experience, most recently specialising in Orthopaedics. Beth is working towards her CIPS qualification.

## 12.4 Pharmacy, Medicines Use and Procurement

<b>Phil Aubrey, Secondary Care Lead</b> Tel: 07795 841694 Email: <a href="mailto:phil.aubrey@nhs.net">phil.aubrey@nhs.net</a>		Phil is an experienced hospital pharmacist who has been pivotal in using therapeutic tendering as a method of leveraging lower prices on branded medicines.
<b>Jasbinder Khambh, Primary Care Lead</b> Tel: 020 7188 6689 Email: <a href="mailto:Jasbinder.khambh@lpp.nhs.uk">Jasbinder.khambh@lpp.nhs.uk</a>		Jas is an experienced pharmacist who established one of the first area prescribing committees and leads the QIPP agenda for medicines and pharmacy across London.
<b>Glenn Harley, Mental Health Pharmacist</b> Tel: 020 7188 7329 Email: <a href="mailto:glenn.harley@lpp.nhs.uk">glenn.harley@lpp.nhs.uk</a>		Glenn is a pharmacist who has worked in a variety of NHS care settings including adults, mother and baby, forensic and community. He has a Postgraduate Certificate in Psychiatric Therapeutics.
<b>Stephanie Hibbs, Pharmacy Procurement &amp; Contracts Manager</b> Email: <a href="mailto:Stephanie.hibbs@imperial.nhs.uk">Stephanie.hibbs@imperial.nhs.uk</a>		Steph has worked in NHS hospital pharmacy for 35 years including 26 at Imperial. Her particular interests are in renal medicine and homecare services. Steph is a member of the National Homecare Medicines Committee.
<b>Pauline McCalla, Cancer Pharmacist</b> Tel: 07500 577 921 Email: <a href="mailto:pauline.mccalla@lpp.nhs.uk">pauline.mccalla@lpp.nhs.uk</a>		Pauline is a hospital pharmacist leading on Cancer and Chemotherapy for a DGH. She was the NWL Cancer Network Pharmacist for the last 5 years and a member of the London Cancer New Drugs Group.
<b>Rishi Rampersad, Information Manager</b> Tel: 020 7188 6691 Email: <a href="mailto:Rishi.rampersad@lpp.nhs.uk">Rishi.rampersad@lpp.nhs.uk</a>		Rishi is a qualified pharmacy technician who has developed dashboards and reporting systems which have been used by a number of strategic health authorities.
<b>Aisha Achha, Specialist Pharmacy Support</b> Tel: 020 7188 6697 Email: <a href="mailto:Aisha.achha@lpp.nhs.uk">Aisha.achha@lpp.nhs.uk</a>		Aisha has worked in community and hospital pharmacies and a PCT in support technician roles before joining LPP as Specialist Pharmacy Support.
<b>Mary Sanchez, Data Analyst</b> Tel: 020 7188 7188 x54190 Email: <a href="mailto:mary.sanchez@lpp.nhs.uk">mary.sanchez@lpp.nhs.uk</a>		Mary has more than 10 years' experience working with systems and data in the public sector. She joined the NHS in 2009.



## 12.5 Technology (Data and eEnablement; IT and Telecoms)

<b>Nicola Atack, Project Manager</b> Tel: 020 7188 6676 Email: Nicola.atack@lpp.nhs.uk		Nicola was Head of Systems for the Guy's & St Thomas' and King's College Hospital Procurement Shared Service before joining LPP. She has an MA and is a Prince 2 Practitioner.
<b>Rob McBarron, Information Manager</b> Tel: 020 7188 6673 Email: rob.mcbarron@lpp.nhs.uk		Rob has seven years experience in procurement data analysis including working at UCLH and HPC. He has a BSc in Oceanography & Physics.
<b>Graeme Webster, Lead Web &amp; Application Developer</b> Tel: 020 7188 7188 x4076 Email: Graeme.webster@lpp.nhs.uk		Graeme has more than 17 years' web development experience and an MSc in IT. He developed a procurement related platform for Merton Council which is now used nationally to pre-qualify suppliers.
<b>Baldish Kang, Senior Category Manager</b> Tel: 020 7188 7188 x4237 Email: baldish.kang@lpp.nhs.uk		Bal has more than 20 years experience in public and private sector procurement, primarily in healthcare, financial, telecommunications, manufacturing and Managed Document Solutions
<b>Pavan Gopa, Strategic Analyst</b> Tel: 020 7188 7127 Email: pavan.gopa@lpp.nhs.uk		Pavan gained his analytical and business process experience with Accenture, London Borough of Barnet and CLCH. He has an MBA degree and specialised in Finance.
<b>Levente Fazekas, Strategic Analyst</b> Tel: 020 7188 7188 x4236 Email: Levente.fazekas@lpp.nhs.uk		Levente gained his experience in both the public and private sectors. Prior to LPP he was providing financial analysis and modelling for Health Education England.
<b>Marcia Cofie-Bruce, Procurement Support</b> Tel: 020 7188 6679 Email: Marcia.cofie-bruce@lpp.nhs.uk		Marcia has a BSc in Psychology, and joined LPP after a period with us as a Princes' Trust trainee.



## 12.6 Consultancy & Projects team

<b>Adrian Betton, Project Manager</b> Tel: 020 7188 6720 Email: Adrian.betton@lpp.nhs.uk		Adrian has worked in regulatory finance, security services, oil industry, local authority, transport, public health and the NHS. He also worked with the Olympic Delivery Authority.
<b>John Bryson, Senior Category Manager</b> Tel: 020 7188 7069 Email: john.bryson@lpp.nhs.uk		John is a procurement professional with more than 15 years experience in manufacturing, financial services and the public sector.
<b>Steve Dunkerley, Project Manager</b> Tel: 020 7188 6712 Email: steve.dunkerley@lpp.nhs.uk		Steve has worked across the public sector, and also has a commercial track record in consulting and business development including helping 74 local authorities collaborate and meet their efficiency savings.
<b>Michael Lane, Procurement Analyst</b> Tel: 020 7188 7149 Email: Michael.lane@lpp.nhs.uk		Michael has worked as an analyst in NHS Procurement for mental health, primary care and acute trusts.
<b>Lawrence Olumbori, Project Manager</b> Tel: 020 7188 6799 Email: lawrence.olumbori@lpp.nhs.uk		Lawrence has private and public sector experience, and is a certified accountant, Prince 2 Practitioner and a member of CIPS.
<b>Lisa Budd, Project Support</b> Tel: 020 7188 6712 Email: lisa.budd@lpp.nhs.uk		Lisa rejoins LPP as Project Support Manager, having most recently worked with NHS England. Lisa was previously an LPP Business Manager.



## 12.7 LPP Corporate Support Team

<b>Mario Varela, Managing Director</b> Tel: 020 7188 6680 Email: Mario.varela@lpp.nhs.uk		Mario's NHS procurement career includes Associate Director of Purchasing at PASA and Director of Procurement at Barts Healthcare. He has led LPP since 2009, has an MBA, and is a full member of CIPS and a member of the Chartered Institute of Personnel Development.
<b>Mick Corti, Commercial &amp; Business Development Director</b> Tel: 020 7188 6703 Email: mick.corti@lpp.nhs.uk		Mick's career has included delivering global and local procurement projects for Accenture, PricewaterhouseCoopers and British Airways. Mick is a full member of CIPS.
<b>Trish Hardy, Customer Business Manager</b> Tel: 020 7188 6656 Email: trish.hardy@lpp.nhs.uk		Trish has experience in banking, industry, education and charity, as well as NHS. In 2012 she achieved the highest grade nationally in the Healthcare Suppliers Association development programme. She is a Prince 2 practitioner.
<b>Laura Quirke, Marketing &amp; Communications Manager</b> Tel: 020 7188 7253 Email: laura.quirke@lpp.nhs.uk		Laura brings private and public sector experience having managed marcomms for household names including Samsung Cameras and Nestlé. She has an MLitt and is also a Prince 2 Practitioner.
<b>Alda James, Business Support Manager</b> Tel: 020 7188 6663 Email: alda.james@lpp.nhs.uk		Alda has extensive experience as an office manager, both in the charity and public sector, as well as a background in licensed event management.
<b>Wendy Natale, Support Officer</b> Tel: 020 7188 6662 Email: wendy.natale@lpp.nhs.uk		Wendy has 40 years NHS experience in nursing and general management including head of communications at a PCT. She has an MA in Health Services Management and a Further Education Teachers Certificate.
<b>Cherrise Cleary, Apprentice</b> Tel: 020 7188 7188 x55304 Email: cherrise.cleary@lpp.nhs.uk		Cherrise has joined the PMO team as an apprentice in business administration.



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