

09: Partnerships

NHS Commercial Alliance

NHS Commercial Solutions and The East of England NHS Collaborative Procurement Hub form the NHS Commercial Alliance. This strategic partnership between two collaborative procurement organisations is designed to step up delivery and improve services to customers, thereby aiming to offer significant procurement benefits to NHS trusts across the east and south east of England.

Since the Alliance was formed, the organisations have worked together on a number of key projects and have developed a shared work plan. The aim is to drive through greater system efficiencies, avoid duplication of effort and ensure that trusts receive the maximum benefits of collaborative procurement.

The Alliance is expanding its influence, including providing procurement services for all 13 UK Ambulance Trusts. £1.3m of savings have already been achieved and a further £500k of savings are in the pipeline. During 2012/13 the partners have worked closely together to maximise collaborative opportunities, strengthen the commercial offering of each partner organisation and ensure best value.

HAPPI : Health Ageing - Public Procurement of Innovations

NHS Commercial Solutions is a partner in the HAPPI project: Healthy Ageing – Public Procurement of Innovations. This is a Europe wide project aimed at linking together organisations involved in public sector health procurement in order to identify innovative and sustainable products and solutions to help people age well. In order to achieve this goal, the project is being undertaken by a consortium of 10 partners from six different countries in the European Union; France, United Kingdom, Germany, Italy, Belgium and Luxembourg.

Innovation in 'ageing well' doesn't currently have a high profile, but the HAPPI project aims to change this. Healthy ageing is an increasingly important area, for healthcare organisations, for manufacturers and suppliers; and for the general public. Ultimately, the HAPPI project aims to put in place purchasing arrangements, to enable healthcare organisations to procure these items.

The HAPPI project is funded by the European Commission, DG Enterprise and Industry, within the framework of the Competitiveness and Innovation Programme (CIP). The project is working to establish long-term collaboration between healthcare purchasing organisations across Europe in order to identify "ageing well" and innovative healthcare products, services and solutions and to put in place procurement contracts for the benefit of healthcare organisations.

The European Health Public Procurement Alliance

The European Health Public Procurement Alliance (EHPPA) is a pioneering international public sector partnership which specialises in procurement, benchmarking and innovation. NHS Commercial Solutions is a founder member of EHPPA which was formed in May 2011. The organisation provides members with an environment to share expertise and discuss a programme of activities, including international benchmarking.

NHS Commercial Solutions' Chief Executive, Alyson Brett, is President of EHPPA. Since its inception, the Alliance has been expanded to include Germany, Holland and Switzerland, further enhancing its reach.

Its members are now able to improve strategic decision making through increased market intelligence and develop a greater understanding of global market influences, changes and trends, helping to drive maximum value from commercial spend. EHPPA combines this market intelligence and procurement expertise, directly contributing to the development of effective healthcare management and enhancing the financial performance of healthcare organisations.

EHPPA has delivered high quality market research and data analytics in a number of categories, including pharmacy, cardiology and IT. Key products and categories for 2012/13 have been identified as cardiology, orthopaedics, laboratory consumables and services. Through harnessing this knowledge on an international basis, EHPPA can benchmark key strategic categories and ensure that it continues to identify and deliver innovation across the healthcare sector.