

Buying Solutions Health Professional Services

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Integration

- On 1st October 2009 Buying Solutions and NHS PASA integrated seven core categories:
 - energy, fleet, estates, ICT & telecare, professional services, temporary staffing, outsourcing
- As a result of the health sector challenges set out in the new Commercial Operating Model
 - Improve quality, accessibility and range of services
 - Make the most of taxpayers' money
 - Diverse procurement landscape
 - Become more efficient, innovative and responsive



Integration

- The benefits
 - Major new opportunities for health sector
 - More effective procurement solutions
 - More efficiencies and greater savings
 - Greater clarity and coherence
 - Enhanced NHS procurement focus
- Looking forward
 - Committed to smooth transition
 - Continuing customer & stakeholder consultation
 - Business as usual

who are Buying Solutions?

- Executive Agency of the Office of Government Commerce in HM Treasury
- Helping public sector organisations maximise efficiency and value for money in their procurement activities
- Trading fund
- Can be used by the majority of publicly-funded organisations





our big objective

**Buying Solutions will contribute £2.6 billion of savings,
by aspiring to be the national PBO for central
and local government**

our categories

ICT



Property Solutions



Office Solutions



Professional Services



Payment Solutions



Travel



eCommerce



Utilities



the board and operations group

Alison Littley
Chief Executive

Martin Chown
Director of
Business Services
Procurement

Director of ICT
Procurement

Director of Marketing
& Business
Development

Director of
Corporate Services

Non-Executive
Directors

Steve Bloor
Simon Caddick
Karen Webb

Professional Services

category overview

- In 2008/09 PASA and Buying Solutions influenced over £1.4bn of spend in Professional Services
- In four main categories.
 - Clinical Services (including Quality Assurance of clinical framework agencies)
 - Consultancy
 - Corporate Services
 - Non-Permanent Workforce
- In Consultancy and Corporate Services we were already working closely together
- In 2009/10 we are forecasting a combined spend influence of over £1.7bn

category portfolio

- Buying Solutions portfolio of categories have some sub-categories that are unique or tailored to a single party as well as some that are common
- Were similar sized and delivered similar results

Clinical	Non-Perm Workforce	Corporate Services	Corporate Services	Non Perm Workforce	Consultancy
AHP/HSS	Non Medical / Non Clinical	Consultancy	Legal	Interims	Management
Medical Locums	Commercial Resource	Recruitment	Learning & Development	Specialist Contractors	Financial
Nursing			Payroll	Admin & Clerical	
Quality Assurance (Audit) team			Recruitment		
£314.8m, 20.3 people		£362.2m, 11 people		£764m, 24.9 people	

synergies

There were some obvious synergies within a category portfolio which could be easily achieved

Clinical	Corporate Services	Non Perm Workforce	Consultancy
AHP/HSS	Legal	Interims	Management
Medical Locums	Learning & Development	Specialist Contractors	Financial
Nursing	Payroll	Admin & Clerical	Consultancy
Quality Assurance (Audit) team	Recruitment	Non Medical / Non Clinical	
	Recruitment advertising	Commercial Resource	



Temporary Staffing

On a working day there are over 5480 temporary staff working in the NHS at a cost of £347m per annum.

This is the equivalent to the cost of 265,000 bed days in an intensive care baby unit.

The team has achieved savings of over £15m (2008/09) ensuring costs are managed and that trusts can best meet local health priorities with the savings generated

During 2009 we audited 300 plus suppliers and over 2000 agency workers records. Ensuring risk free supply of staff to the NHS is core to our objectives.

Clinical Temporary Staffing

Current activity:

Medical Locums – current agreement ends June 2011 – currently looking at way forward

Allied Health Professionals and Health Science Services Staff – ends April 2012

Agency Nurses – launched 1 October 2009 – regionally awarded

Domiciliary Care research project underway

Collecting MI for these agreements via AIMS we portal which enables NHS and framework suppliers to access the same information and make accurate planning decisions

WebPages up to date with current information –

<http://www.buyingsolutions.gov.uk/healthcms/Productsandservices/agencystaffandoutsourcedservices/temporarystaff/>

Non - Clinical Temporary Staffing

Current activity:

Non-Medical, Non-Clinical Resources (NMNC) – went live 1 January 2010, very wide range of jobs – all white collar and all blue collar at all levels. Flexible pay structure customer chooses pay points

Commercial Resources – (CRF) live since June 2009, Aimed at commercial projects, delivering World Class Commissioning, Choice, Competition and the DH Commercial Operating Model. Supports customers with commercial skills that they don't normally have And acts as an important alternative to consultants, especially in cost, delivery and skills transfer

Professional Services

Current activity:

Learning and Development – covers training and development requirements including Management & Leadership, Programme and Project Management, Procurement and Legal - lots due to expire during December 2010 and January 2011

Recruitment Services - focuses on permanent recruitment and runs until 4th August 2011

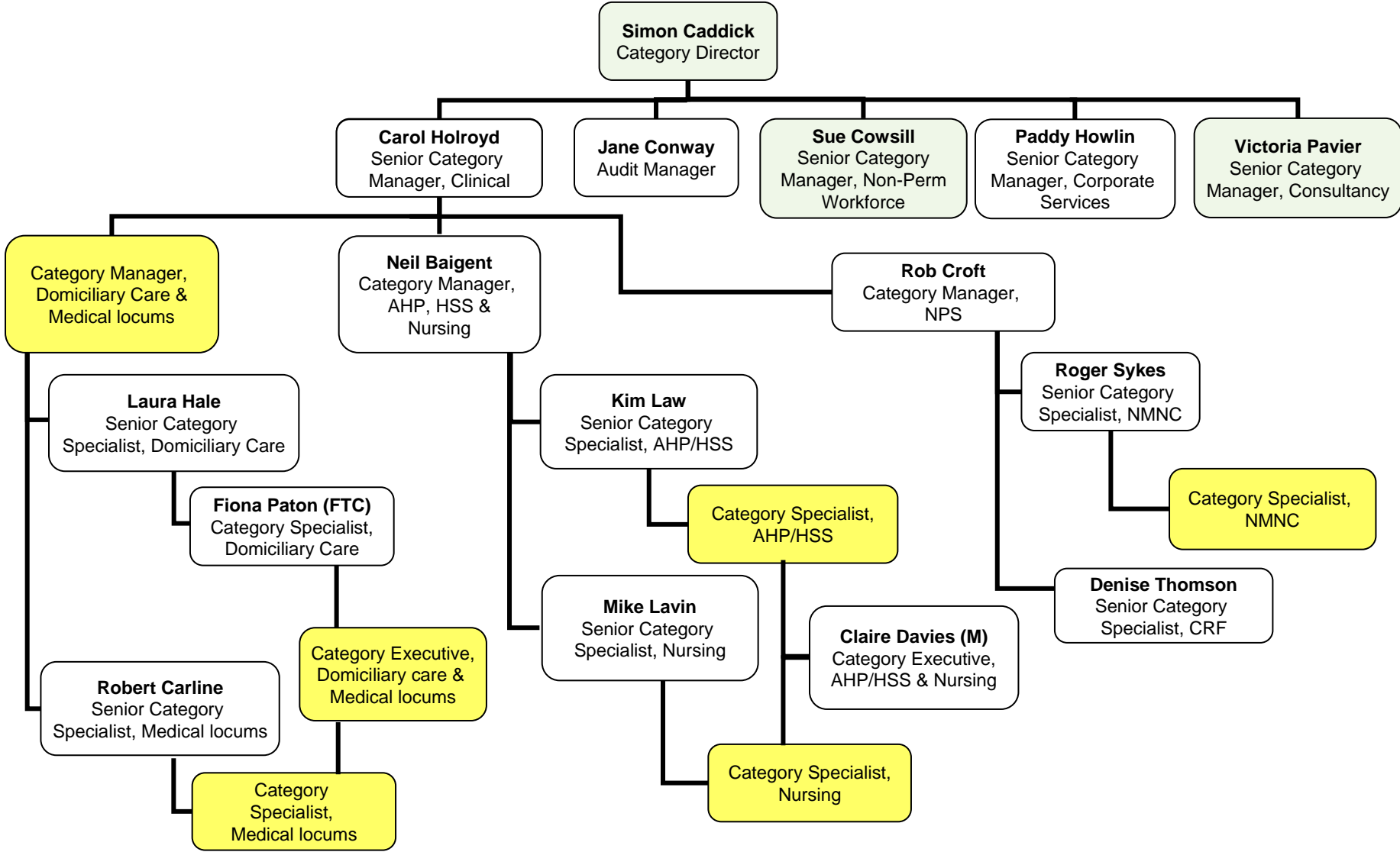
Legal Services – covers non-litigious legal advice and guidance which runs until 30th June 2011

Management Consultancy & Accounting Services framework (MCAS)

Commenced on 27 January 2010 - provides business strategy consultancy appropriate for all public sector organisations and variations specifically tailored for the healthcare.

The framework also includes consultancy services in organisation and change management, HR, Procurement, Programme and project management, marketing communications, financial and economic consultancy, accounting advice and services, audit and assurance advice and services

Professional Services Organisational Structure



transition update

- NHS PASA framework agreements remain in place; terms and conditions of contract will not change for existing agreements
- It's business as usual
- Further information regarding the transition will be provided via the usual communication channels
- **Web pages have now moved over and are live**
- **Suppliers have received Buying Solutions information packs**
- Contact us
 - Customer service help desk on 0345 410 2222
 - Browse online at www.buyingsolutions.gov.uk
 - Email firstname.surname@buyingsolutions.gsi.gov.uk

thank you

any questions