



## Inside this issue

GS1 BARCODES TRACE ME	1
FOREWORD	2
WELCOME TO THE FAMILY	3
LEGAL UPDATES	4
CHALLENGES FACING	5
WELCOME BACK STEVE	5
A FOND FAREWELL TO JOHN	6/7
SPOTLIGHT ON CAROLYNE	8
CONGRATS: PAUL & MARIA	9
SUE CATLIN: CLINICAL PROCUREMENT SPECIALIST	10
SPOTLIGHT ON CAROL	11
SOEPS & NHS SUPPLY CHAIN PARTNERSHIP ANNOUNCED	12

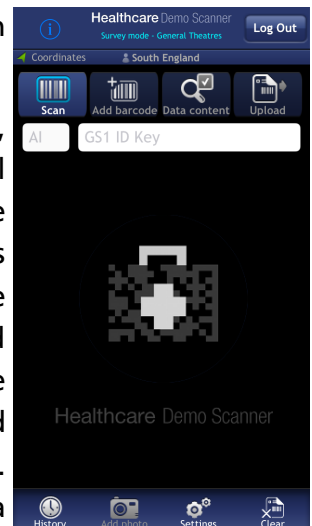
## GS1 BARCODES — TRACE ME ..



On the 2nd August 2016, Tania Snioch, Director Healthcare – GS1 Global Office and Juliette New - Industry Engagement Manager – Healthcare GS1 UK joined the Supply Chain Team at Queen Alexandra Hospital in Portsmouth to conduct a survey using a GS1 Healthcare App.

The survey measures the prevalence of GS1 barcodes marked on healthcare products and information about changing trends in barcode use.

The survey was carried out across, Cardiology, Orthopaedics and General Theatres and over 2000 records were captured, along with photographs of issues we identified throughout the day. This will all be pulled together, statistically analysed and be available to us both on a dashboard and as a file with the detailed data. This will help us to cleanse our data



(Continues on Page 2)





## FOREWORD

*“Welcome to the summer edition of our newsletter. . Hello to everyone taking the time away from the hustle and bustle of everyday life to catch up on what SoEPS are doing.*

*As always packed full of good news stories; a few new arrivals as you will read, Paul getting married and some notable departures, as we bid goodbye to the Silver Fox John Heenan after 41 years, he tells me that he has the words NHS running through him like a stick of rock.*

*The cartoon (below) really brings home the issues we face on a day to day basis and we need to find new ways to engage and communicate the value Procurement brings as a Partner, not a last thought!*

*My main focus today as always must be my fantastic team. We have started the year strong and are showing ‘Green’ on most plans but have many challenges ahead to deliver our customers expectations in an ever changing landscape. We continue to do some fantastic work around GS1 as you will have read on the front page and welcome back Steve Douch to the SoEPS family.*

*Well done to you all for a great job so far along with the CiPS results congratulations to Holly Smith for completing, I have every confidence that you will smash our customers expectations and do well in the new and developing landscape!*

*The recent Chartered Institute of Procurement & Supplies (CIPS) award of silver advanced level is also a great achievement and to be the only NHS organisation and the 13th organisation worldwide to achieve really shows the strength we have as a team.*

*I leave you with a personal reflection, be happy, work and play hard and always go that little bit further to provide the very best service you can whilst communicating well as one organisation we are one NHS!*

*I hope you all have a great summer now it has arrived and spend some well earned downtime with family and friends.*

*Alan Hoskins*

**Director of Procurement & Commercial Services**

locally which will also benefit the wider NHS and more importantly will help drive change amongst Suppliers. This will ensure Suppliers adopt the standards, raise the importance and urgency of it within..

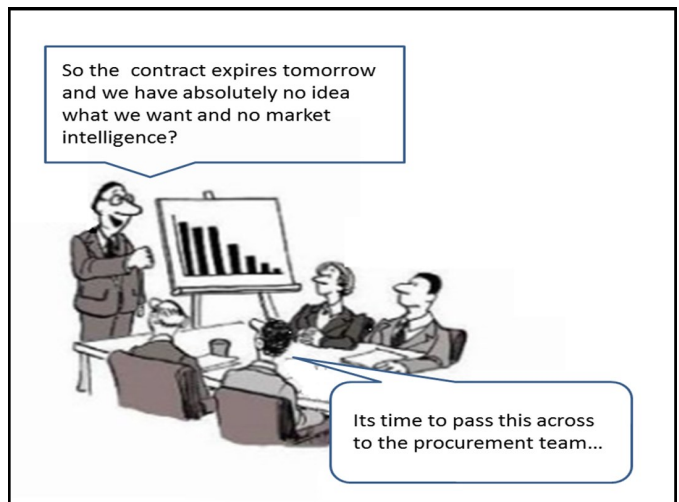


*(Pictured Above - Liz Green shows a non barcoded product ironically marked ‘Trace Me’)*

their organisations and encourage them to do it correctly.

Through their local offices, GS1 will inform suppliers worldwide of the problems identified so the issues we came across such as incorrect formats, invalid codes, invalid length, no barcodes, barcodes not on all packaging levels, multiple barcodes, poor quality barcodes that won’t scan and products that claim ‘Trace me’, which clearly aren’t traceable can be resolved.

This will enhance Patient Safety, provide full traceability and take cost out the supply chain.







Huge congratulations to Lauren and Steve Robinson on the birth of their second child. Oliver Paul (named after Lauren's Father) was born (very quickly) on 20th June 2016 at 06:03am.

William now has a little brother and as you can see from the picture, he is very happy about this! Lauren and Oliver are both doing very well and Lauren is extremely happy to have 2 happy healthy boys.

Holly started her CIPS journey in 2010, achieving 5 merits along the way. Her best result was in Developing Contracts, but it has taken her 6 years of hard work and self study to reach her goal – achieving the title of MCIPS. So no more studying!



Congratulations — **Holly Smith MCIPS**, we all know how hard you've worked.



SoEPS would like to wish Charlie Boyce all the best on her impending maternity leave and are all looking forward to meeting her new baby girl!

# Recognise *YOUR* Team **HCSA**

2-3rd Nov Harrogate  
Nominations Open at

<http://www.nhsprocurement.org.uk/>

Deadline 31st August 2016

The Operational Procurement team welcome Laura Warambwa as a Interim Buyer. Laura has a previous in depth background in NHS recruitment and staffing. Laura will be purchasing for the Portsmouth and CCG clients.



And finally.. Thanks to all the fantastic Supply Chain bakers who contributed their time to our recent Summer Team Brief 'Bake-off'.

Congratulations also to the Jackie Pomroy who was voted winner in the blind polls for her excellent profiteroles! (*Hope you're making them again soon Jackie? Ed*)

## Concerns about NHS fraud?

Report it in confidence to **NHS Protect** via the national fraud and corruption reporting line,

Tel: 0800 028 4060, or

<https://www.reportnhsfraud.nhs.uk/>

## PROCUREMENT - LEGAL UPDATES



### BIO

Natalia Rojas—Deputy Head of Procurement: Governance & Legal. Natalia is a qualified lawyer with experience in both the public and private sectors.

This newsletter is back after the purdah period prior to the referendum to leave the European Union and we waited with bated breath to see the results.

**Brexit** is most definitely an interesting time not only for the politics of this country but the legal framework the UK will have to operate under. So it deserves its own space on this newsletter

But don't be too excited, just yet procurement rules are still applicable and likely be for some years to come :

- ◆ Procurement rules are part of UK legislation
- ◆ UK's approach in terms of implementing legislation in the country has been to go beyond the minimum requirements set by EU law. Clear example of this is the Public Contracts Regulations 2015 and TUPE Regulations
- ◆ There would likely be no changes until the exit is confirmed and accepted
- ◆ After exit is confirmed there would be complex negotiations in order to determine the applicable regime. Depending on the government plans they will need to :
  - ⇒ enter into an agreement to determine the access to the single market
  - ⇒ Modify existing legislation
  - ⇒ implement other changes based on national policy.

**NHS Improvement**, which from 1 April 2016, brings together: Monitor, NHS Trust Development Authority, Patient Safety, and other organisations sent a letter to all Chief executives of CCGs, Trusts, CSU's and private providers and included a Briefing note. The

letter intends to clarify the position when commissioning healthcare services;. The main messages were:

- ◆ *"CCGs need to secure services that best meet the needs of patients and are high quality and value for money"*
- ◆ *"It is for CCGs to decide what services to procure and how best to do it in relation to the local circumstances"*
- ◆ *"If CCGs have a good understanding of what the best option is for patients they should act on that and advertise their intention to award a contract"*
- ◆ *"Where CCGs receive a number of responses they will need to design and run a process that enables them to select the best among those."*

It is however necessary to put context around the message and take into consideration the new **requirement to advertise the intention to award a contract on the Official Journal of the European Union** when the value of the contract (including extensions) is above £589,148.

Complying with this requirement may increase the number of competitive processes required if providers show an interest in providing the services. Reasons not to direct award a contract for healthcare services are still provided within the Procurement, Patient Choice and competition Regulations. For more information or to risk assess your commissioning decisions don't hesitate to contact us.

**Case law** is also worth mentioning so we have a clear indication to what the risks and obligations are in practice

- ◆ *Blackpool and Fylde Aero Club Ltd. v Blackpool Borough Council* - if a tender is received before the deadline then there is a contractual right that the tender be considered.
- ◆ *Montpellier Estates v Leeds County Council*—The decision of a Contracting Authority to terminate a procurement process is subject to certain safeguards and limits. The principle of transparency shall apply to any decision to cancel.
- ◆ *JR Jones Solicitors v Legal Services Commission* - A Contracting Authority is under no legal obligation to allow a tenderer to correct any error in their submission.

JB Leadbitter & Co Ltd v. Devon County Council  
 - If a bid submitted does not comply fully with bid instructions the contracting authority still has a discretion whether to admit or omit it. It is important however that all tenderers are treated equally and in a non-discriminatory way. proportionality may, exceptionally, require the acceptance of a late submission.

## CHALLENGES FACING PROCUREMENTS



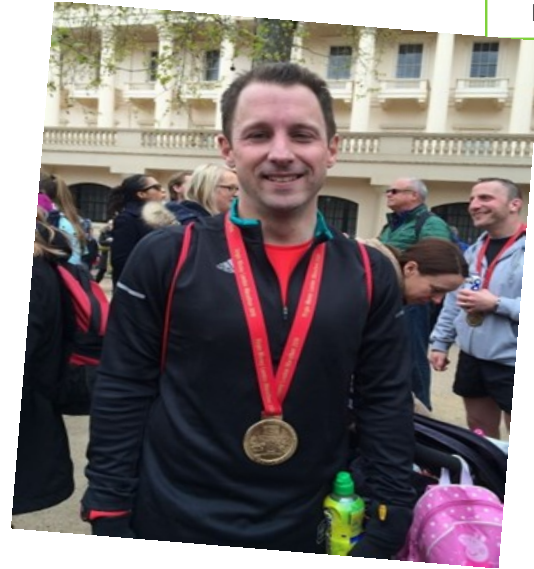
There are various scenarios when a Bidder can challenge a procurement process:

The first scenario is during the process when the bidders consider elements of the tender are breaching regulations e.g. specification restricts competition, evaluation is not fair.

The second scenario is during the selection or award phases, indeed before a competitor has been eliminated or it is clear who will be awarded the contract. In this instance the time limits for challenging will start to run when the claimant knew, or ought to have known, of the infringement.

The third scenario is where there is a direct award of a contract or competition has been restricted In this instance the limitation period will begin when the tender knew or ought to have known of the breach. If there has been no publication of the decision to award the time limit doesn't start until the claimant knows of the award.

Claimants can challenge with the mere knowledge of the facts that clearly indicate a breach of the Regulation, without needing to absolutely prove it.



## WELCOME BACK STEVE

Steve has recently re-joined SoEPS as Senior Procurement Manager in the Provider Team.

After joining Solent Supplies (the old school name for SoEPS) from Garmin in 2008 he has continually progressed from Assistant Procurement Negotiator through to Procurement Manager in the Provider Team, gaining a year's experience working in the commissioning team with the CCGs and NHS England, and 2 years' experience at University Hospital Southampton.

Steve has now come back to his spiritual home in deepest darkest Hedge End! Steve is currently leading and supporting the Provider team to try and make the Provider Trusts' (and Neil's!) aspirational saving dreams a reality, as well as leading on a few high profile projects.

An MCIPS qualified procurement professional(!), Steve is experienced in all types of EU procurement processes and legislative obligations and has led on many types of projects from pan-London GP services to cleaning services for the Hedge End base!

In his personal life Steve is a keen runner and cyclist (stopping short of titles such as gym/fitness freak!) and is often found running the streets or on his bike.

Steve has recently completed a couple of his life's ambitions by completing the London Marathon in an acceptable time of 3h37mins (excuse the tired picture!) and completing a very hilly 100 mile cycle event. It's going to be hard to step up from that!



## WE BID A FOND ADIEU TO.. JOHN HEENAN



Well it has finally arrived, after 41 years in the NHS I have decided to take early retirement and enjoy taking all week to do things that have had to be rushed over the weekend's for all my working life.

Yes, there is a lot to reflect on when I think back about my time in the NHS, I started my career in the Provision Store at the Royal United Hospital in Bath in 1975. Over the years I have worked in various roles within Supplies covering Capital Equipping, Medical & Surgical Procurement, Supply Chain Management as well as general Procurement



panels with representatives with authority to sign off contracts on behalf of their respective hospitals, yes we standardised on products across the region back in the 1980s so standardisation is not a new process over recent years!

In the early 1990's NHS Supplies was set up, with the country being split into 8 regions. Within the South West the stores were then amalgamated and the whole South West was served from one depot in Bridgewater. This store has remained although NHS Supplies has changed into NHS Logistics and incorporated PASA (Purchasing and Supplies Agency).

In the late 1990s local hospitals wanted control of their own Supplies teams again and staff were TUPE'd back from NHS Supplies to local hospital employment, this is generally still the case now. I am pleased to see that consultation and procurement activities across local hospitals and in fact across the South Central and South West, has seen the emergence of the Southern Procurement Partnership (SPP), whereby best practice and joint contracting has achieved financial savings for local Trusts.

So I would say what goes around comes around, I have experienced being a member of a small Supplies Team, then centralised into a larger Area Team and even National Team, before reverting back to a locally managed team in Salisbury and now in Portsmouth. With Alan Hoskins taking a prominent role within the SPP being a more centralised unit whilst not forgetting of course the ongoing work brought



Management of teams across Bath, Chippenham, Salisbury and Portsmouth (including the Isle of Wight for several years).

I have been involved in many changes, back in 1975 most hospitals had their own supplies team and store for all consumables required by the Hospital. Then in 1982 a centralised store was opened in Wiltshire covering all NHS locations across Bath, Salisbury and Swindon. We also had regionalised contracting at that time with various supplies offices taking responsibility for categories on behalf of the Wessex Region. I can remember arranging Regional Adjudication

on by the Carter Report with the NHS about to save Billions of pounds over the coming years.

During the latter stages of my career I am pleased to be able to say that I have been part of a team which has moved Procurement



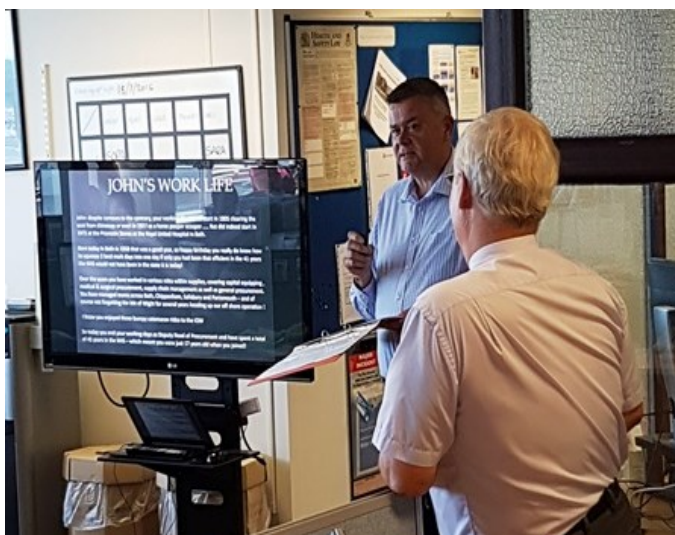
Standards onto the next level, with our achievement of both Standard and Advanced Certification by The Chartered Institute of Procurement and Supply (CIPS). I am also honoured to hear that I have been awarded Life Honorary Membership of CIPS, based on my commitment to CIPS over the years.

I am really looking forward to my retirement and finding time to relax and enjoy time with Ann my partner, my 3 children Samantha, Nicholas and Katherine and their families along with my grandson Lucas. I will also enjoy time walking around the countryside taking in the

scenery and many local hostelries - sampling local ales. Hopefully I will still find time to play Bowls and stop the weeds from growing in the vegetable patch, as well as continuing to savour foreign traditions during Holidays in the Sun!

I would like to thank you all for your support to me over the years, and wish you well in whatever the new NHS brings forward for South of England Procurement Services.

**By John Heenan**  
**Retired**



# HCSA

ANNUAL CONFERENCE  
AND EXHIBITION 2016



**DELEGATE BOOKING IS NOW OPEN**

It is that time of year again, and the HCSA (our professions association) has just announced bookings are open for the 46th Annual General Conference & Exhibition—and it looks to be a great event already.

Don't Delay....Book today! Bookings at [www.hcsaconference.co.uk](http://www.hcsaconference.co.uk) .



## SPOTLIGHT ON CAROLYNE MANYUIRA — INTERIM PROCUREMENT MANAGER

Carolyn, qualified as a Member of the Chartered Institute of Procurement and Supply in 2007, she has continued to grow professionally in various capacities within her career.

She says, "I enjoy what I do and I consider myself privileged to have the opportunity to work within procurement". As a qualified legal procurement professional, Carolyn has previously worked within the housing sector both at Radian and Spectrum Housing Group.

Over the past 10 years, Carolyn progressed from a Procurement Officer, Category Manager through to Procurement Manager within the housing sector, and in this journey gained extensive experience in both operational and strategic procurement.

Carolyn has recently joined NHS South of England Procurement Service as a Procurement Manager within the Commissioning Team and has chosen to pursue a career within the health sector whilst being part of a great team that continues to deliver value and improve patient care.

As part of recent academic accomplishments, Carolyn qualified as a procurement legal expert following successful completion of her Masters' degree in Public Procurement Law and Policy from the University of Nottingham, this was after juggling a very busy work life balance. This qualification honed her understanding of the nature of law and legal processes, the principles and rules of public

procurement law, application of the rules in key national and international procurement systems which include, the EU Law, UK Public Procurement Law, UNCITRAL Model Law (United Nations Commission of International Trade Law) and the Government Procurement Agreements within the World Trade Organisation (WTO).

Carolyn brings a wealth of experience on end to end Procurements, Stakeholder Engagement, Category Management, application of compliant national frameworks, Procurement advisory services, Contract Management and EU/OJEU public procurement processes gained through adding value and delivering procurement services within significant spend categories such as:

- Telecoms, Mobile Voice and Data Services, Document Management Systems, Personal Protective Equipment
- Legal Services, IT consultancy services,
- Out of Hours emergency call services
- And will now be leading on procuring for clinical and non clinical services on behalf of CCG clients

Outside of work, Carolyn enjoys spending time with family and friends, and when not helping her two daughters with homework or offering taxi services, you will find her walking; swimming; in the kitchen baking or connecting with the world through social media in her spare time (that is; if she gets any!). Carolyn also volunteers in her local church and supports children charities. She is passionate about the ability to utilise good procurement in the reduction or eradication of poverty within developing countries.

**What are my talents?** I bake a good cake!

**And what am I most petrified of?** Jury is out its close between Spiders and Snakes!

She looks forward to working with us all.



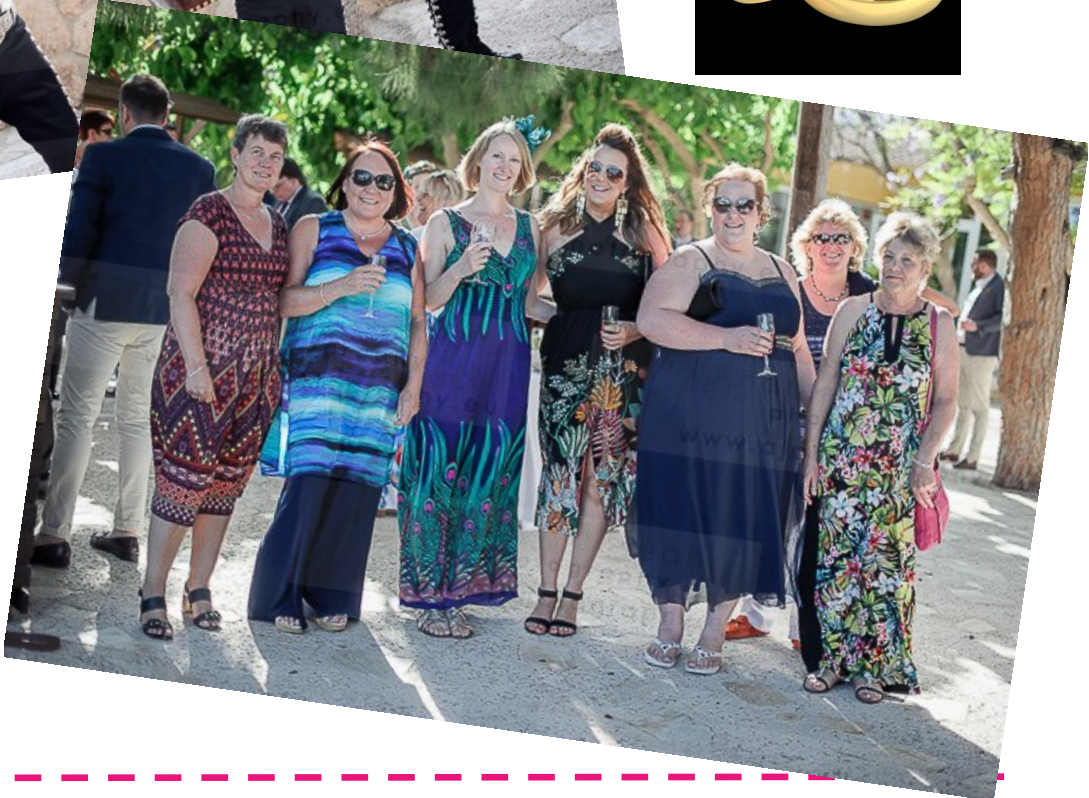




## CONGRATULATIONS: PAUL AND MARIA

We would like to add our warm congratulations to Paul Allen and his new wife Maria. Paul and Maria travelled to Murcia in lovely sunny Spain back in June to tie the knot.

In a lovely catholic church at Torre Pached in Murcia, the couple shared their vows in front of their friends and family. Several work colleagues and friends from the SoEPS team made the short trip to witness this happy event including Liz, Gail, Ruth, Jackie , and Giles; Paul's best man.



©George Coghill CoghillCartooning.com





## SUE CATLIN: CLINICAL PROCUREMENT SPECIALIST

SoEPS welcome Sue Catlin who joins SoEPs as Clinical Procurement Specialist. In her role Sue will support the development and implementation of the Trust's procurement clinical consumables strategy, influencing senior Trust managers and clinicians to ensure that the strategy is understood and achieved.

This is an extremely exciting role that will help to build strong relationships within the local and national NHS environment. Establishing the role of a clinical procurement specialist in the Trust will have a major impact on the delivery of high standards of care, reduce clinical risk and make care safer through the standardisation and rationalisation of clinical products in use throughout the organisation. Across England a number of Clinical Procurement Specialist roles exist with proven outcomes and significant cost savings achieved in Trust and regional roles.



It is envisaged that this role will play a pivotal role in supporting National Procurement strategies (Lord Carter report – Operational Productivity and Performance) driven at a local and regional level; particularly around

collaborative relationships. This role will therefore be vital in the link between clinical and commercial outcomes at a time when Procurement is at the forefront of Department of Health Agenda.

Sue said *"I have 36 years experience in nursing, 33 years in the NHS, the balance in working overseas (Australia and air-ambulance work).*

*Most of my nursing life has been at the sharp end (acute services) in Critical Care, which includes General Intensive care for adults & children, Cardiothoracic and Coronary Care."*

She has a specialist interest in tissue viability and the transportation of critically ill patients and for the last 15 years, Sue has been a Senior Sister on Critical Care at Queen Alexandra Hospital, Portsmouth.

One of her 'many hats' was as a Senior Sister on Critical Care as an Equipment and Consumables Lead.

Sue tells us that *"This led me on to several big projects such as Clinical Lead for Critical Care in the PFI build at QAH; from kitting out the offices, staff facilities & clinical areas, to implementing changes in working patterns"*

Sue has also been involved in several of the big purchases within the Trust such as the vital signs monitors, syringe drivers and many more. Recently I was leading on the bed replacement group.

Sue is a respected and accredited clinical role model, she not only has her clinical colleagues peer respect and clinical acumen, but deeply loves inspiring that in others.

Her last words to us *"I have always been keen to look for a good deal, try to save money whilst also balancing clinical excellence and efficiency.*

*This role is very different from my clinical background but not totally alien and I am excited to have the opportunity to make a difference at South of England Procurement Services. "*





## SPOTLIGHT ON CAROL SWANN — SENIOR PROCUREMENT MANAGER

Back in the dark ages, I was born in Birmingham, leaving to live on the south coast when I was 10. I started working life at Dorset County Council at 17, working my way up from Tufty club and lollipop staff uniform administration to Academic Registrar at the local FE College. To relax, I regularly joined racing crews at Weymouth Sailing Club and have crossed the English Channel 6 times, 4 in my favourite club boat, Nickel Coin.

Redundancy in 1996, paved the way for hubby Colin to spread his career wings and we relocated from Weymouth to the Hampshire / Wiltshire border. While the children were still young, I was a freelance administrator with local clients including a bookkeeper and a TV production company, the owner of which used to be a producer of the Panorama programme.

In my spare time, I took on the position of Chair of Governors at the local primary school, just as their inspection pushed them into Special Measures. It was an emotional task: to ensure robust governance and monitoring procedures were in place, to maintain the morale of the staff and assure parents that their children were still in good hands. I successfully lead them "into the black" two terms earlier than planned, with huge support from both staff and parents alike.

An opportunity to join the MOD Medical Supplies Agency came in 2002 and again, I worked my way up from clerical officer in the Supplier Validation Team, to a procurement category manager, looking after multi million pound dental consumables and medical gas contracts. I temporarily progressed to Team Leader, adding the MOD Pharmaceutical contract to my portfolio, before training to convert to a Commercial Officer, responsible

for procurements and contract management of combat support equipment; anything from mundane shower blocks to high profile machine guns! My MOD career ended in 2008, shortly after attaining my MCIPS, when all procurement teams centralised at Abbey Wood in Bristol. Both my children were at critical stages at school and my Mum was on her own, so we took the decision to stay put and for me to look for alternative employment.

Enter Solent Supplies Team! I was taken on by Sara White as Band 7 Lead in the front office for Capital Equipment purchases across PHT and the IOW. The first of many restructurings saw me move to head up the Primary Care Team group in the middle office, under the "watchful eye" of Billy Allen. Next came Band 7 lead for IOW Provider team in the end office, eventually line managed by John Heenan, covering all procurements/savings initiatives for the Trust.

Finally, I was successful in securing a secondment into the still fledgling commissioning team in the front office, becoming substantive a year later. Under the new SoEPS banner we are moving from just a transactional procurement team, to also contributing in a variety of initiatives, to assist CCGs in identifying new processes and strategies for managing budget deficits, whilst improving patient services. Like most of SoEPS, our portfolio of services means a great deal of pressure but I am part of a very open and supportive team which helps get through the challenges.

With my hubby Colin of 29 years, I have two wonderful girls. Our youngest, Hannah, is keeping a clinical theme in the mix by studying for her Nursing Degree at Cardiff University. My eldest, Becky, is a part-time Nursery Nurse and she with her partner Joe, have given us an adorable granddaughter who keeps us regularly entertained with her fun character!

Life outside work involves singing in a community choir, crafting cards and, as a very proud parent and grandparent, making memories with my family and friends. In between we slot in as many foreign and UK holidays and weekends away together whenever possible..





# SOEPS PARTNERSHIP WITH NHS SUPPLY CHAIN

SoEPS are currently working in close partnership with the NHSSC to deliver and evidence in year cash releasing savings of circa £1m + by the 31st March 2017.

The main focus will be on savings delivered via Compare & Save and product standardisation to achieve the savings goal for this project. A core project team has been established, drawn from NHS Supply Chain and The NHS Trust Hospital NHS FT resources which will be accountable for the successful delivery of the project working hand in hand with our own product standardisation team.

- To enable the delivery of this project the NHS SC have undertaken:
- To review all available NHS Supply Chain Compare & Save Product Switching opportunities and take forward to clinical evaluation.
- To review all NHS Supply Chain Core List initiatives and assess suitability of delivery.
- To review existing contract spend via NHS Supply Chain outside of contracts covered by National Category Strategies, Core Range, Compare and Save initiatives.
- To review all opportunities to rationalize and standardize to drive acceleration of cash releasing savings throughout the full duration of the project.
- To review any Trust suggested contract areas which are to be

included on the joint savings work plan. All such activities will be reviewed on a case by case basis to determine the most appropriate joint procurement activity again looking to drive savings via under the most appropriate National Framework Agreement. Once the activity is jointly agreed the procurement will be led by NHS Supply Chain.

- To review any suggested non-core list or C&S opportunities switching options, *Ad Hoc* Direct spend opportunities
- It is agreed that if 50% of demand is already with one supplier these opportunities can be fast tracked for a decision by Product Evaluation Group

A joint work plan has been agreed by both parties and we have already had the benefit of Colin Judge, NHS SC Partnership Support Manager, being on site every Thursday to work through specific projects & review the work plan to ensure we keep on track for delivery.

We have an NHS SC Engagement workshop on 2nd August for the whole team to understand the overall scope of the project and to ensure we are all working towards the same goal.

Neil Routledge, Head of Procurement (Provider) said *"This is a very exciting project which should not only bridge any gaps in our standard procurement delivery plan but also provide resource and guidance from start to finish from our supply chain partners "*