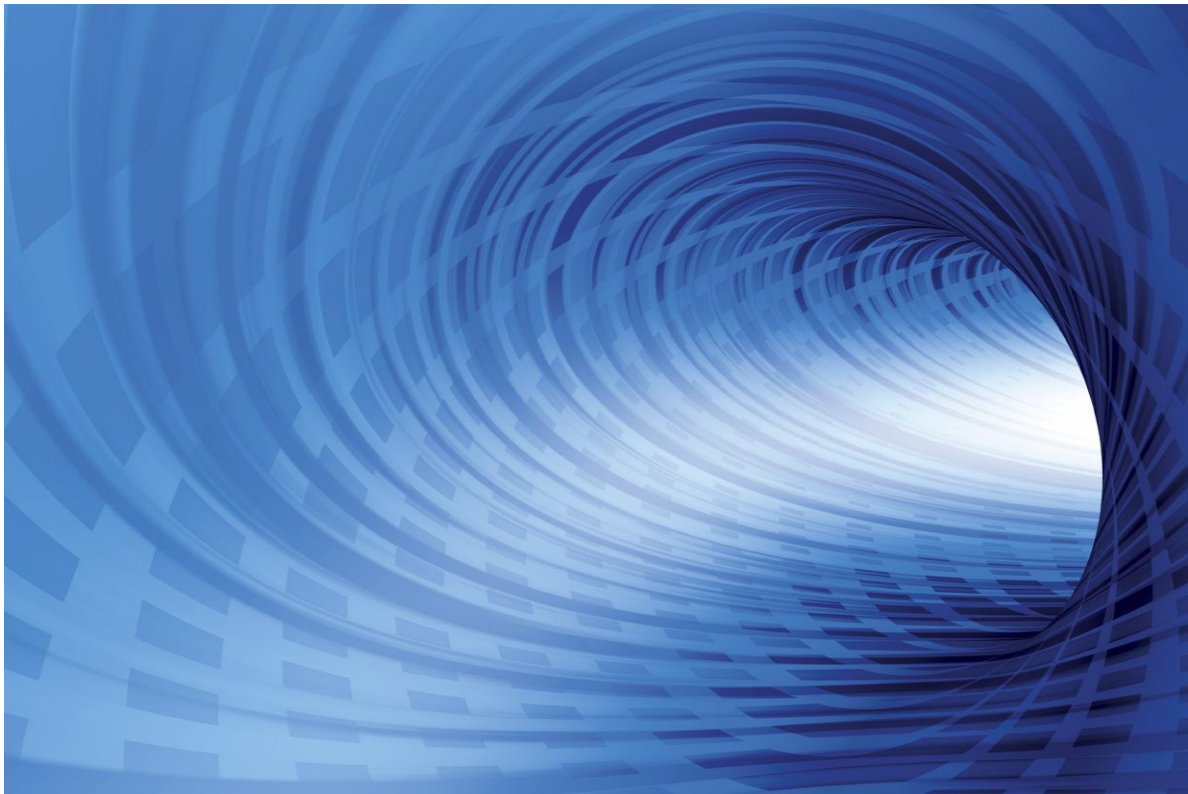


NHS Procurement eEnablement Programme

Launch Event, New Kings Beam House, 20th November 2007
Agenda, programme summary and delegate list





Agenda

10:30 Refreshments served

11:00 Welcome

Tom Raggett, COO, ITW

Kevin Pritchard, Chair, NHS Procurement eEnablement Delivery Group

11:05 Using information to deliver better healthcare

Chan Wheeler, Director General, Commercial Directorate, Department of Health

11:15 eEnablement improving patient safety

Helen Lovell, Healthcare Quality Directorate, Department of Health

11:25 The supplier viewpoint

Association of British Healthcare Industries

11:35 Panel debate

Moderator: Tom Raggett

Participants: Kevin Pritchard

Helen Lovell

Association of British Healthcare Industries

12:00 Lunch

Joined by NHS PASA Management Executive

13:00 Working groups and case studies

Facilitator: Tom Raggett

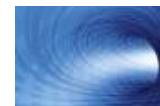
Four facilitated sessions, based around core delivery work streams, introduced by case studies from NHS organisations:

1. **Benefits and messages** – how to communicate the benefits of the strategy through critical messages
2. **Implementation, adoption and barriers** – how to roll out the strategy at a national and regional level
3. **The NHS landscape, monitoring and “once-only” opportunities** – what could (and should) be monitored to show progress? Are there activities that we can “done once only” across the NHS?
4. **Commissioning** – how does eEnablement support commissioning?

14:30 Report back

Report back from work groups, final discussion and agree next steps.

15:00 Close



The NHS Procurement eEnablement Programme

What is procurement eEnablement?

NHS expenditure on goods and services is controlled by a large number of NHS trusts and procurement bodies and involves a complex network of service providers, manufacturers and distributors. The lack of shared information across these stakeholders has led to a fragmented and inefficient approach to commercial and procurement decision-making and processes.

Procurement eEnablement is the use of electronic communication and information technologies for the processes (purchase-to-pay and sourcing) involved in the acquisition of goods and services.

Why is procurement eEnablement important for the NHS?

The effective application of eEnablement technologies to procurement:

- Improves the effectiveness of commercial processes, in particular their robustness and reduction of risk
- Improves the efficiency of processes
- Improves the visibility of process and data and enables the accurate identification of expenditure and demand requirements for goods and services
- Improves traceability and improves patient safety. This benefit has been recognised by the Department of Health which has adopted the use of GS1 codes as policy (*Coding for Success, 2007*)
- Provides a better understanding of costs, important for Payment by Results and commissioning
- Provides a shared understanding of demand and usage across the NHS, which enables the NHS to leverage its purchasing power effectively

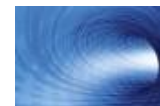
The effective application of eEnablement technologies in procurement can provide significant benefits for the NHS, patients and the public purse. There are parts of the NHS that have achieved service improvements, real savings and strategic benefits, but in general the key enablers required to achieve these benefits across the NHS are missing.

What is the NHS Procurement eEnablement Programme (NPEP)?

The NHS Procurement eEnablement Programme is a three-year programme that will put the key enablers into place in the NHS and its supply network for the effective adoption of eEnablement technologies. The programme will build on the pragmatic steps described in the *NHS Procurement eEnablement Strategy* which was published in June 2007.

NPEP is led by the NHS Procurement eEnablement Delivery Group (NPEDG) which was established in September 2006 by the NHS procurement community. NPEDG's remit is to drive forward the adoption of eEnablement technologies in NHS commercial and procurement processes. For example, the establishment of common procurement data and business messaging standards for the NHS will be a key element of the programme. This will require NHS and supplier systems to be changed to accommodate these requirements. NPEDG will be working collaboratively with the NHS, its suppliers and providers of eEnablement technologies to achieve these outcomes.

www.pasa.nhs.uk - eenablement@nhs.net

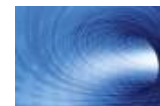


NHS attendees

| Organisation | Name | Position |
|---|-------------------|--|
| Department of Health | Chan Wheeler | Commercial Director |
| Department of Health | Christine Bantock | Section Head, Industry Sponsorship (Medical Devices) |
| Department of Health | Helen Lovell | Quality Strategy Team Leader |
| Anglia Support Partnership | Lesley Roberts | Head of Purchasing |
| Connecting for Health | Neil Lawrence | Programme manager for AIDC technologies |
| Greater Manchester Collaborative Procurement Hub | Peter Akid | CEO |
| Greater Manchester Commissioning Business Service | Paul Davies | Strategic Information Manager |
| Health Logistics | Peter Elwin | Director - Sales & Marketing |
| Healthcare Purchasing Consortium | Mike Hyatt | Finance Director |
| Kettering General Hospital | Lynn Crossey | Purchasing & Supplies Manager |
| Leeds Teaching Hospitals | Chris Slater | Head of Supplies |
| Lincolnshire Shared Services | Gordon Willford | Procurement Development & Training Manager |
| London Procurement Project | Chris Hope | Information Systems Manager |
| Mid Essex Hospital Services NHS Trust | Lesley Bronson | Manager of Materials Management |
| Mid Essex Hospital Services NHS Trust | Matthew Norman | Procurement Systems |
| NHS PASA | Yvonne Baxter | Senior Corporate Affairs Manager |
| NHS PASA | Marcus Brindle | Agency & Services Director |
| NHS PASA | Clem Brohier | Finance Director |
| NHS PASA | John Cooper | COO |
| NHS PASA | Helen MacCarthy | Facilities Management & Utilities Director |
| NHS PASA | Chris Theaker | Pharmaceuticals Director |
| NHS PASA | Chris Uden | Corporate Services Director |
| NHS PASA | John Warrington | Director Policy and Innovation |
| North Middlesex Hospital | Andrew Grimshaw | Director of Finance |
| PRO-NE | Chris Shore | Director Commercial Services Division North East |
| Re:source CPH | Howard Durrant | Head of Finance, Performance & IM&T |
| SHA South Central | Paul Durrands | Commercial Advisor |
| Southampton University Hospitals | Tracey Purvis | Project Manager - Oracle Migration |
| Winchester and Eastleigh Healthcare NHS Trust | Paul Bryant | Procurement and Non Pay Service Manager |

Trade association attendees

| Organisation | Name | Position |
|--|-----------------|---|
| Association of British Healthcare Industries | Janice Kite | Director |
| Association of British Healthcare Industries | Mike Kreuzer | Director - Technical & Regulatory |
| Association of British Healthcare Industries | Judith Mellis | Manager, UK Market Affairs |
| BAREMA | Maurice Freeman | Chairman |
| British Healthcare Trades Association | Sarah Lepak | Assistant Director |
| British In Vitro Diagnostics Association | Colin Andrews | Deputy Director |
| GAMBICA | Tim Collins | Director - Laboratory Technology Sector |



NPEDG member attendees

| Organisation | Name | Position |
|---|-----------------------|---|
| Berkshire Procurement and Shared Services Unit | Tim Shannon | Head of Procurement |
| Chelsea and Westminster Trust | Vince Pross | Procurement Director |
| County Durham and Tees Valley Procurement Confederation Board | Malcolm Preston | Associate Director of Procurement |
| East of England CPH | Adrian Stobie | Supply Chain Director |
| Gloucestershire Hospitals Procurement Shared Service | Jennifer Schroder | Procurement & Supply Chain Manager |
| Greater Manchester Commissioning Business Service | Kevin Pritchard | Director |
| Health Services Management Centre | Brenda James | Head of Procurement |
| Healthcare Purchasing Consortium | James Naylor | Associate Director of Information |
| Healthcare Purchasing Consortium | Steven Wainwright | Information Director |
| Leeds Teaching Hospitals | Graham Medwell | Information Manager |
| NHS Business Services Authority | Rob Young | Procurement Manager |
| NHS National Services Scotland | Owen Inglis-Humphrey | Director, eProcurement & Systems |
| NHS NI Regional Supplies Service | Brian Kelly | Director of ICT |
| NHS PASA | Alan Brinton | Collaborative Development Manager |
| NHS PASA | Kevin Girling | Strategic Projects Manager |
| NHS PASA | Nicola Gregory | eProjects Administrator |
| NHS PASA | Rachel Hodson-Gibbons | Head of eProcurement |
| NHS PASA | Andrew Rudd | Procurement Enablement Director |
| NHS Yorkshire and the Humber Commercial Procurement Collaborative | Frankie Duesbury | eCommerce and Information Manager |
| North East London NHS Procurement Confederation | Sammy Ogunji | E-Business Development Manager |
| North West Collaborative | Jan Nangle | Head of Performance and IM&T |
| North West Collaborative Procurement Hub | Dominic Lee | Divisional Director |
| Northumbria Healthcare NHS Foundation Trust | Bob Davidson | Head of Supplies |
| Portsmouth Hospital NHS Trust | Alan Hoskins | Director of Procurement and Commercial Services |
| Southampton & Winchester Health Supplies | Alan Hunt | Head of Supply Chain |
| Welsh Health Supplies | Mike Bryan | IT Manager |

ITW attendees

| Organisation | Name | Position |
|--------------|----------------------|-----------------|
| ITW | Peter Duschinsky | Advisor |
| ITW | Frits Janssen | Chief Executive |
| ITW | Tom Raggett | COO |
| ITW | Olivia Rogers | Consultant |
| ITW | Matthew Wolstenholme | Director |
| ITW | Mark Merritt | Consultant |



Supplier and service provider attendees

| Organisation | Name | Position |
|--|--------------------|---|
| @ UK | Lyn Duncan | Managing Director |
| @ UK | Grant Oliver | CEO |
| AAH | Rachael Hughes | Customer Products Manager |
| AAH | John McIlvaney | Head of Channel Development |
| Abbott Laboratories | Kirsty Mannooch | Customer Services Manager |
| Abbott Laboratories | Beverley Sutcliffe | National Contracts Manager |
| Accenture | Claire Watson | Manager, Sourcing & Procurement |
| ACS Supply Chain Consultancy | Trevor Kitching | Director |
| Agresso | Steve Haines | NHS Sector Manager |
| Allied Healthcare | Andrew Railton | Director of Sales |
| Atos Origin | David Harrower | Principal Consultant |
| B Braun Medical | Penny Steele | Customer Care Manager |
| Bard | David Wheal | Financial Controller - UK |
| Baxter | Neil Warwick | Pharmacy Automation & E Commerce Manager |
| Belmin | Nicola Thorne | Business Development Manager |
| BioMérieux | Conor O'Brien | Sales & Marketing Manager |
| Boston Scientific | Daniel Griffiths | Project Specialist |
| Bravo Solution | Richard Hogg | Account Director |
| Capgemini | Janet Matthews | Executive Consultant |
| COA Solutions Ltd | Charles Robinson | Market Development Manager |
| Coding International | Terry Ashmore | Director |
| Covidien UK | Steve Capel | Director of eBusiness EMEA |
| Deloitte | Aman Khan | IMI Healthcare Lead |
| Due North | George Humes | Head of Sales |
| Dun&Bradstreet | Peter Livesley | Government Sector Leader UK |
| Dun&Bradstreet | Ron Turner | Government Specialist |
| GHX Europe | Roy McDonald | Managing Director |
| GS1 UK | Roger Lamb | Account Manager NHS |
| Infosys | David Stronach | Head of Public Sector |
| Mice Associates | Alan Bush | eEnablement Management consultant |
| NHS Supply Chain | Dave Alexander | IT Solutions Programme Manager (e-commerce) |
| NHS Supply Chain | Bryan Semple | IT Director |
| NHS Supply Chain | Anthony Walker | Procurement Project Manager |
| NHS Supply Chain | John Watson | Integration Programme Manager |
| Oracle | Andy Gough | Principal Consultant |
| PA Consulting Group | Paul Clayton | Head of Business Development |
| PDMS (Professional Data Management Services) | Giles Milner | Director |
| Smiths Medical | Alan Hounsell | Packaging Section Manager |
| SpikesCavell&Co | Alistair Hardie | Director |
| SpikesCavell&Co | Luke Spikes | Managing Director |
| Stryker | Sandra Lawrence | Corporate Account Manager |
| Surestock | Paul Golding | IT Development and Support Manager |
| Sybase | Adrian Williams | Business Development Manager |
| UKProcure | Martin Band | CEO |
| Unichem | David Stanton | Head of Customer IT |
| Wyeth Pharmaceuticals | Angela Nelson | Secondary Care Channel Manager |
| Xansa | James Minards | Head of NHS SBS Procurement Solutions |