

Continuing Professional Development Workshop

An Introduction to Forward Commitment Procurement: (Getting the most out of suppliers and doing more with less) - 7th July 2011

Staff from the procurement and the estates and facilities departments at **Scarborough and North East Yorkshire NHS Foundation Trust** participated in a workshop with the UK LCB Coordinator as part of as part of the LCB-HEALTHCARE continuing professional education pilot programme.

The theme of the workshop was ‘doing more with less’ and the role of innovation procurement techniques in delivering better, more sustainable solutions, in a cost effective way.

The case study based workshop introduced innovation procurement practices to the cross department group and looked in detail at how two specific Forward Commitment Procurement projects had delivered better outcomes in a cost effective way.

“It was particularly inspiring to hear about other projects – particularly those in the healthcare sector.” said Sam Devall-Rowntree, Assistant Head of Procurement.



The workshop explored how using outcome based requirements and early market engagement gives suppliers time and room to innovate. It also looked at the FCP process and what is needed for an FCP project to be successful, and the different perspectives of innovation held by procurers and suppliers

The workshop concluded with a discussion about the scope for undertaking a pilot FCP project in the Trust as part of the Carbon Management programme and what would be needed for a project to succeed.

The team looked closely at the pros and cons of initiating a pilot project and concluded that this would be a good opportunity for the Trust to test FCP as a way to address unmet needs. The team agreed that whatever project is decided upon it must have full management and Board support and be relevant to the wider NHS so that it can stimulate sufficient demand pull and encourage supplier investment in innovation.

Following feedback to the Director of Estates and Facilities, the team agreed to meet to discuss unmet needs in the early Autumn and to complete one-to-one distance learning on FCP with the LCB-HEALTHCARE coordinator over the summer.

“There are many challenges facing the Trust and FCP could prove a valuable tool to help us ‘do more with less’” Andrew Bennett, Deputy Head of Estates.

Keys to effective procurement

- KEY 1: Know what you want and when you need it – take time to work this out
- KEY 2: Think and specify in terms of outcomes; problems and needs – not answers
- KEY 3: Engage with the market early – give advance notice and progressive improvement targets
- KEY 4: Think in terms of whole life costs and best value, rather than lowest price

Workshop summary

- Work out what you want
 - think ahead, question the ‘norm’
 - think in terms of ‘outcomes’, not products
- Then ask for it in a credible way,
 - be committed
 - support the supply chain to deliver
- And the rewards?
 - Better goods and services = better outcomes
 - Save money = always good
- ‘Better’ does not mean it has to cost more
- **But** it does mean doing things differently
 - And thinking differently