

Workshop: Succeeding Pasa Necessity not nicety

Understanding the benefits of the new commercial operating model



Towards competition and plurality

The new commercial model is designed to enhance commercial and procurement skills across the NHS to enable the delivery of high quality and personalised care.

Leveraging the skills of the independent sector will encourage innovation, plurality and better value.

This workshop explores the new system for commercial capability, how the independent sector and third sector provider will respond and evolve, and the benefits for the NHS. The day will include what providers need to know to recognise opportunities, respond effectively to tenders and meet contractual expectations. The changing role of commissioners

and the new skills sets necessary for enhanced market awareness will be explored in detail.

Who Should Attend?

Private and third sector Chief Executives, PCT Chief Executives, NHS Trust Chief Executives, SHA Chief Executives, Care Trust Chief Executives, FT Chief Executives, Directors of Finance, Communications Leads, Directors of Commissioning.

For more information or to book your place:

Call: 020 7104 2000

Email: kate.atkins@healthinvestor.co.uk

Workshop Facilitator: Roy Lilley, Broadcaster and Commentator

14.00 Welcome: Tea and coffee

14.10 Meeting your expectations: Workshop learning objectives and overview

- Understanding stakeholder drivers

Roy Lilley, Broadcaster and Commentator

14.20 The context and purpose of the new commercial operating model

- The role of regional commercial support units in stimulating the market
- The new role of the procurement, investment and commercial division
- New competencies and expectations for PCTs and provider partners

14.50 Q&A: Understanding and implementing the new model

15.00 Balancing stakeholder preferences and prioritising patient interests: An action plan for effective procurement management

- The benefits for provider organisations
- The benefits for commissioners
- The benefits for the DH

Kingsley Manning, Director, Tribal Newchurch

15.30 Q&A: Becoming expert problem solvers

15.45 Market drivers and risks to providers: your concerns addressed

- Policy change: micro and macro
- Competition and new provision
- Service redesign
- The arrangements in place to prevent conflict of interest

Tim Jones, NHS Commissioning Specialist

16.15 Q&A: Market drivers and risk assessment

16.30 Reviewing the themes and lessons of the workshop

- Concerns and issues outstanding?

Roy Lilley, Independent Broadcaster and Commentator

17.00 Close of day