



Our Professional Services

- Strategic Procurement Services
- Bidding Services
- One-Off Tendering Projects
- Strategic Procurement Reviews
- Letting of Framework Agreements
- Interim Resource Provision
- Spend Analytics
- Supply Chain Streamlining
- Tactical Buying Solutions
- Materials Management and Logistics Reviews
- Best Value Outsourcing Reviews
- **Clinical Procurement Specialist Advice**
- First Line Advice on Procurement Legal Issues
- Managing Collaborative Procurement

Clinical Procurement Specialist Advice

‘Clinical Engagement’ is a phrase often used across the NHS, but what is it, how does it relate to procurement and how do you achieve it?

A successful procurement must yield a product suitable for its intended purpose with a customer willing and able to use the end result. A good clinical procurement team therefore needs to have the ability to obtain this information and build it into the procurement process, whilst gaining the trust and support of the clinicians who will use the outcome. New and innovative clinical products are entering the marketplace regularly and the NHS needs to be able to evaluate the efficacy of these products, taking advantage of them if they represent real benefits.

Countess of Chester Commercial Procurement Services has proven experience using clinical engagement to deliver sustainable procurement outcomes. Utilising robust processes supported by a medically qualified procurement specialist ensures that all new products recommended for use are approved by and agreed with the clinical teams who will be using them.

When clinicians are able to influence product selection to their patients’ benefit and see evidence of achieving best value for money, they become engaged with the necessary processes to reach an end point. This then delivers ongoing compliance with using the procured product rather than a wasted procurement that is not utilised. Uncoordinated purchasing of clinical goods leads to inappropriate or over specified products finding their way into the Care Pathway with potential for unsafe clinical practices through lack of training in their use and unfamiliarity with the products.

Our team can offer tried and tested trial evaluation processes as well as proven methodologies to ensure effective working relationships with clinical end users. This will yield compliant procurement projects which offer value for money products which are fit for purpose.

To enquire more about how you can benefit from these services please contact:

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