



# Commercial Procurement Services Spring 2016 Newsletter

*Hello and welcome to all our clients and suppliers.*

*This is the first quarterly newsletter we aim to publish, to highlight some of the work we have been doing and share some of the success stories from across the NHS we have been fortunate to be apart of.*

*So far in 2016 we have provided a revolutionary treatment for diabetic retinopathy, entered the world of radiology capacity management, commoditised primary hip replacements and have begun exploration of many new novel and exciting areas of innovation.*

*Over 50 Trusts now access our 14 live, free to access, framework agreements. Delivering savings and efficiencies to both the NHS and its Suppliers.*

## Hot news

- April 16 see's Two large North West Foundation Trusts sign up to our Asset Management Framework. Working with Leaseguard to deliver savings across their asset maintenance portfolio.
- Launched in 2015, our Gas framework is heating up with more than 20 trusts now signed up and saving money with Gazprom. Our energy partner tracks the wholesale energy market to ensure this framework gives Trusts the opportunity to procure energy at a very competitive rate. Early adopters have demonstrated average savings of 15% in comparison to other national frameworks, due to our frameworks transparent costs which offer a lower cost to serve and risk margin.
- No project is too big for our Carbon and Energy Infrastructure framework. Four projects are now underway, helping to improve the infrastructure at each hospital and therefore save money through reduced energy consumption.

## Could you save you money with one of our new frameworks?

### F027 Diabetic Treatment Sleep Mask

Achieve cost savings, improve patient pathways and reduce waiting times through the use of the Noctura 400 Sleep Mask. This revolutionary sleep mask replaces the need for invasive eye injections to prevent the further development of diabetic retinopathy. The cost to administer is 15% of current tariff.

### F028 Commoditized Hip Replacements

There has been a level of global commentary on commoditizing certain surgical products which has had little evolution over the past 30 years. We therefore trialed this concept on main 3 primary hip components. The result being a framework of 4 suppliers offering ODEP rated hip replacements for under £500

### F029 Healthcare Content Management System

This modular system by Lexmark provides a user friendly single log on to access point to manage complex clinical data, thus reducing costs and increasing efficiency through effective data access and management. The system is intended to sit over existing systems and data silos and is supported with hardware to ensure a paperless environment

## What's next ...

We are always looking for opportunities to develop new frameworks, whether it is an exciting new innovation, or just a new and improved way of providing an existing service. Our team is expanding this year to meet the demands of such frameworks. For information on all our Frameworks, please visit our website or get in touch.

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# Our National Framework Agreements

[www.coch-cps.co.uk/our-services/our-frameworks/](http://www.coch-cps.co.uk/our-services/our-frameworks/)

## What is a National Framework Agreement.....

Our Framework Agreements offer public sector organisations unique access points to goods and services which offer innovation and savings at no cost to access. To date, over 52 organisations have utilised and benefited from our existing frameworks, and we are currently working on establishing more innovative new frameworks to the market.

### F002 Provision of Paper

Commoditize your copier paper requirements through our transactional e-auction exchange. Logistics, labeling and invoicing has been pre-specified to ensure seamless changes of supplier can occur.

### F004 Salary Sacrifice Home Computing

Offer staff benefit salary sacrifice schemes in time for the holidays, whilst reducing your organisations NI and Pension bill. Our single supplier framework is supplied by Lets Connect

### F005 Provision of Natural Gas

A flexible alternative way to pay for wholesale gas. Working with our energy partner, Flexible Energy Management Ltd, you can access the best gas rates from Gazprom.

### F009 Orthopedic One-Step Drill Bits

Reduce screw wastage and theatre time through the use of a product innovation, compatible with all major trauma systems. This solution is offered by Surgionix Ltd

### F015 Asset Lifecycle Management

Access industry leading specialist procurement services to out-source and manage your maintenance portfolio and assets. These services are provided by Leaseguard Ltd

### F017 Managed Service Office

Unique way to out-source the management of office supplies, print, mail, toner and shredding, resulting in the ability to guarantee savings against these categories. Offered by Clares Ltd

### F021 Provision of Electricity

A flexible alternative way to pay for wholesale electricity. Working with our energy partner, Flexible Energy Management Ltd, you can access the best rates from Npower

### F022 Payroll and Pension Services

A multi-supplier national framework offering a risk free pricing model encompassing all standard elements of payroll and pension services within a single cost per pay-slip.

### F023 Carbon and Energy Infrastructure Upgrades

Working with the Carbon and Energy Fund Ltd, this delivers infrastructure upgrades that guarantee energy, carbon and cost savings with no upfront fees and access to specialist expertise.

### F024 Inventory and Cost Management System

Drive efficiency into your supply chain management with this all-encompassing fully vendor managed and integrated inventory and cost analysis system, supplied by Genesis VMI

### F026 Radiology Capacity Management Services

Reduce costs and increase efficiency through effective capacity management. This will reduce waiting lists and improve patient pathways, offered by Radiology Management Solutions

### F027 Diabetic Treatment Sleep Mask

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