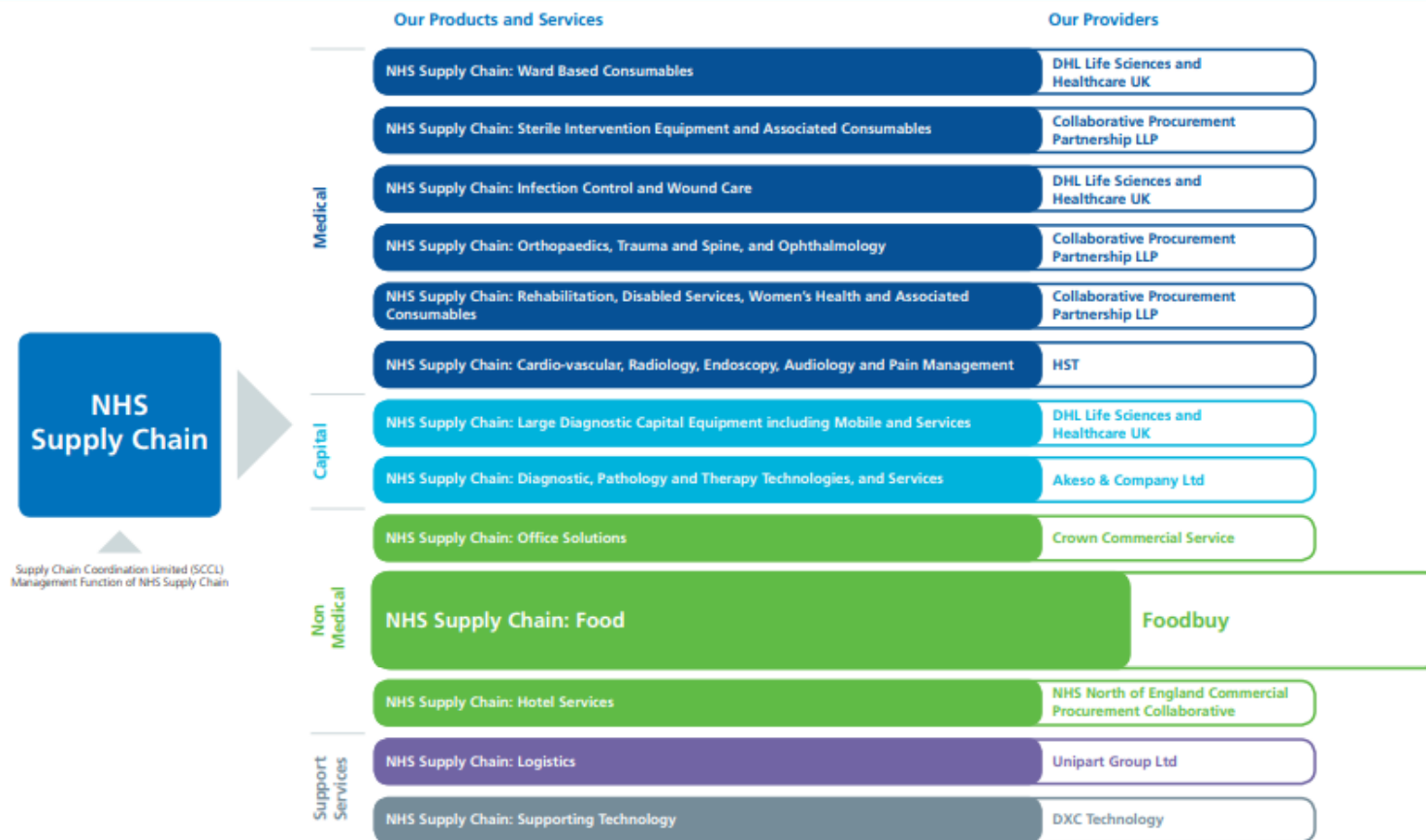# Simplifying the procurement maze
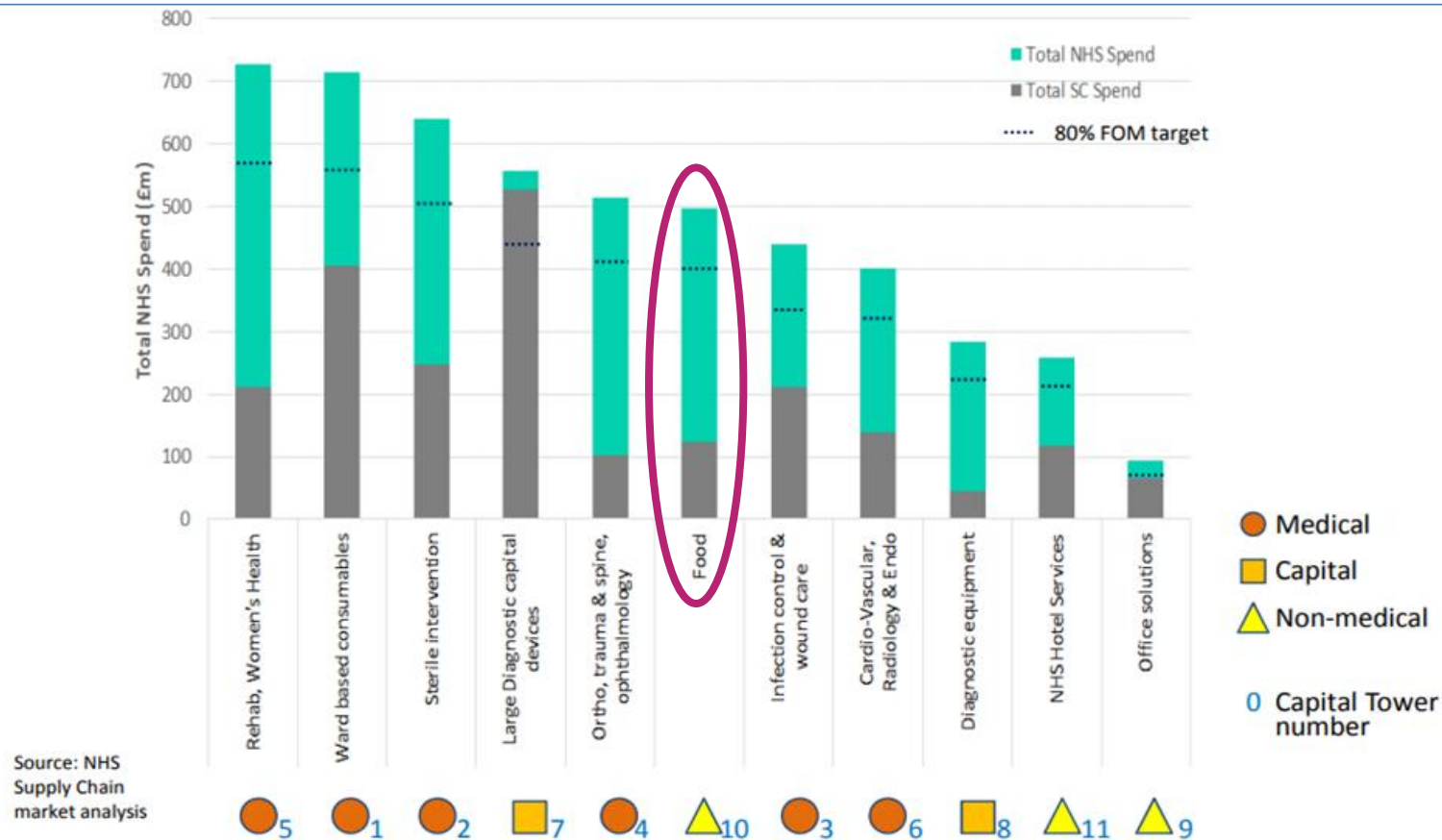
Charlie Hudson, Head of Procurement

NHS Supply Chain: Food
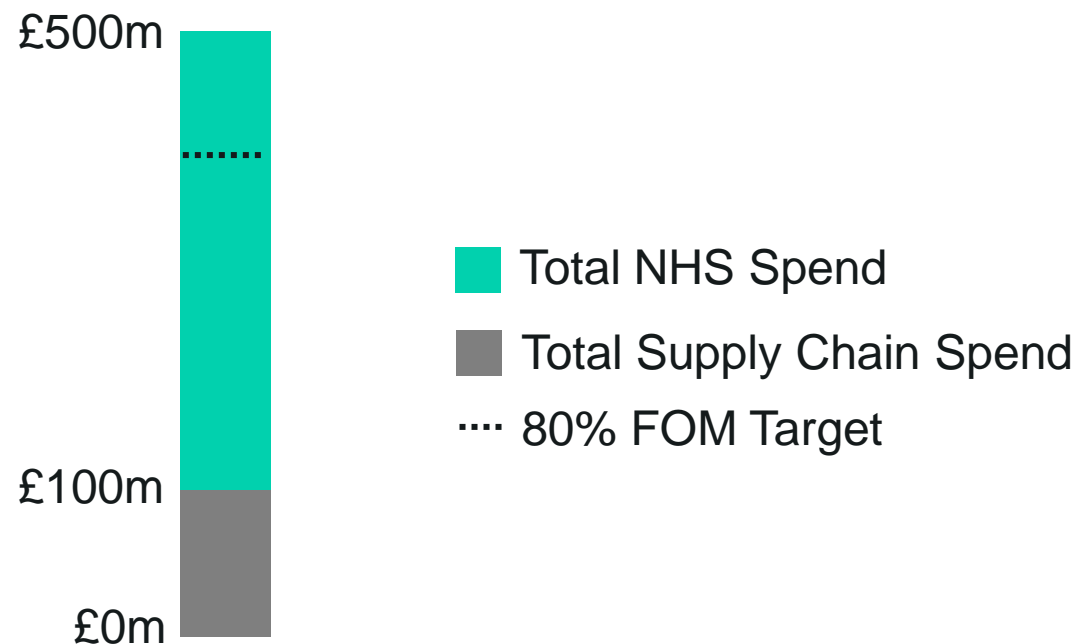
NHS Supply Chain

Our Products and Services

Our Providers

Medical		
NHS Supply Chain: Ward Based Consumables	DHL Life Sciences and Healthcare UK
NHS Supply Chain: Sterile Intervention Equipment and Associated Consumables	Collaborative Procurement Partnership LLP
NHS Supply Chain: Infection Control and Wound Care	DHL Life Sciences and Healthcare UK
NHS Supply Chain: Orthopaedics, Trauma and Spine, and Ophthalmology	Collaborative Procurement Partnership LLP
NHS Supply Chain: Rehabilitation, Disabled Services, Women's Health and Associated Consumables	Collaborative Procurement Partnership LLP
NHS Supply Chain: Cardio-vascular, Radiology, Endoscopy, Audiology and Pain Management	HST

Capital

NHS Supply Chain: Large Diagnostic Capital Equipment including Mobile and Services	DHL Life Sciences and Healthcare UK
NHS Supply Chain: Diagnostic, Pathology and Therapy Technologies, and Services	Akeso & Company Ltd

Non Medical

NHS Supply Chain: Office Solutions	Crown Commercial Service
NHS Supply Chain: Food	Foodbuy
NHS Supply Chain: Hotel Services	NHS North of England Commercial Procurement Collaborative

Support Services

NHS Supply Chain: Logistics	Unipart Group Ltd
NHS Supply Chain: Supporting Technology	DXC Technology

NHS Supply Chain

Supply Chain Coordination Limited (SCCL) Management Function of NHS Supply Chain

Spend and compliance

Source: NHS Supply Chain market analysis

A closer look at NHS Supply Chain: Food

£500m

£100m

£0m

- Total NHS Spend
- Total Supply Chain Spend
- 80% FOM Target

Our goals

The food 'procurement maze'
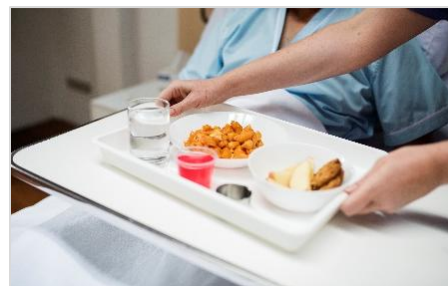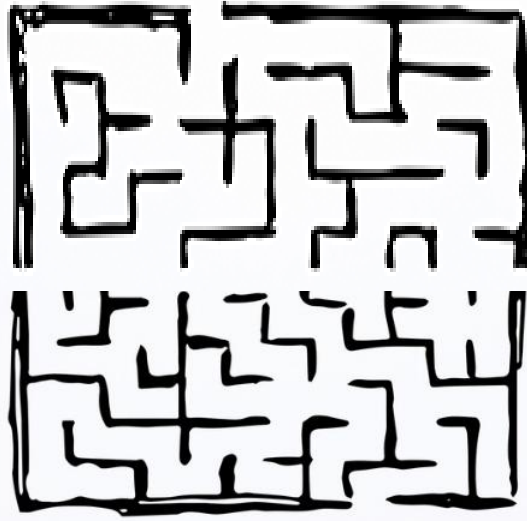
NHS Supply Chain

- Ambient frameworks
- Direct frameworks

= c. £100 million

Lost in the maze

- Competitor frameworks
- Local procurement
- Outsourced catering

= c. £400 million

What you've told us

- "**Pricing is really important**, food savings are one of my key measures"

- "We **only receive one delivery** per week with NHS Supply Chain"

- "NHS Supply Chain **only delivers ambient** food products"

- "I want to be able to buy the majority of my food from **one route to market**"

- "We want to **buy from local suppliers** where appropriate"
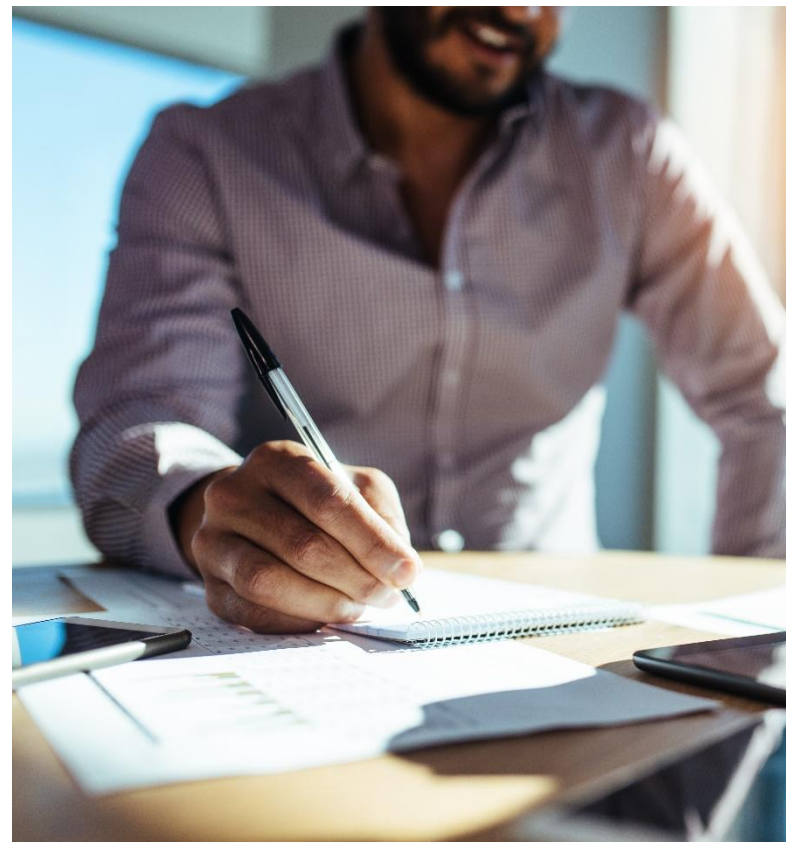
"**What if we had the right range, at the right price, delivered via a simple model?**"

A new approach

A new specialist multi-temperature food distribution partner

One national route to market

Chilled, Frozen and Ambient

Delivering savings and simplifying food procurement

A closer look

New multi-temp distributor

- Single route to market
- Delivering ambient, fresh and frozen food
- Leverage the total NHS volume
- Product and price transparency
- Contract with manufacturers and growers.

NHS Supply Chain

Maintain current ambient model (transacted)

- Maintain x3 ambient frameworks
- Receive ambient orders at ward level
- Maintain availability of split cases.

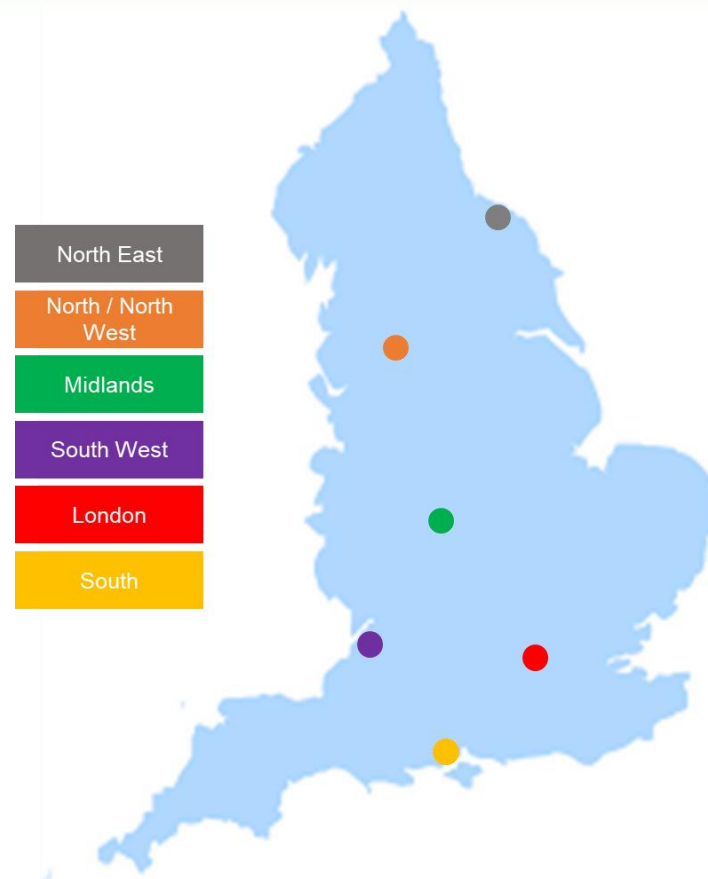## New direct fresh food agreement

- A new direct fresh food framework
- Support local sourcing requirements
- Provide backup to the national model.

Implement via our Food Account Managers
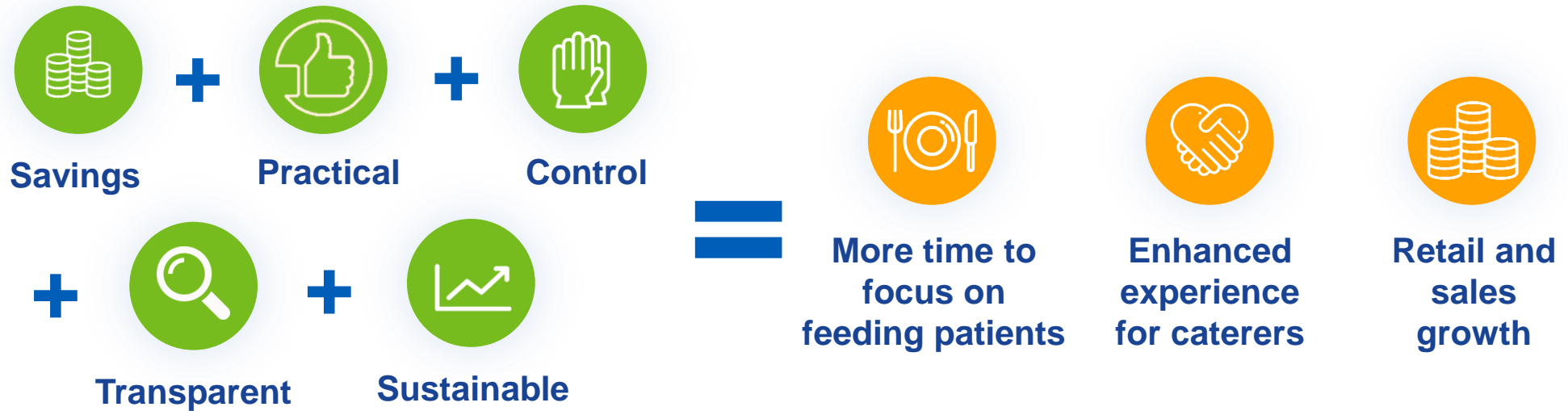
Food Forums

| North East |
| North / North West |
| Midlands |
| South West |
| London |
| South |

Right range.

Right price.

Simple model.

The benefits

Savings + **Practical** + **Control** + **Transparent** + **Sustainable** = More time to focus on feeding patients | Enhanced experience for caterers | Retail and sales growth

How you can help

1 Work with your Food Account Manager

2 Share your data with our teams

3 Let us demonstrate our expertise

Thank you