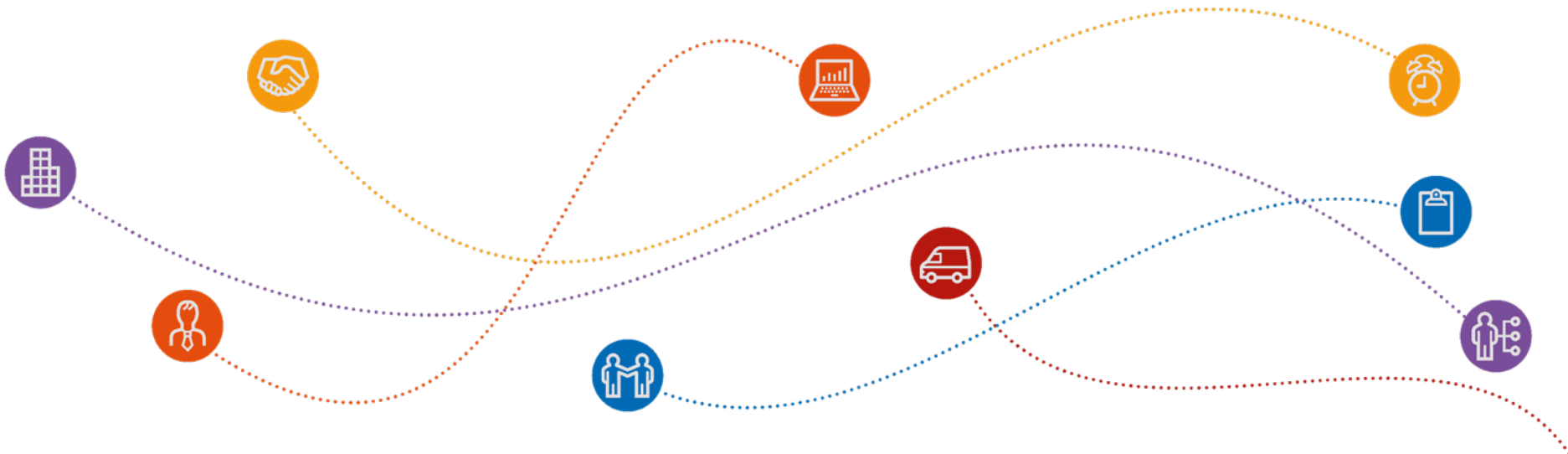


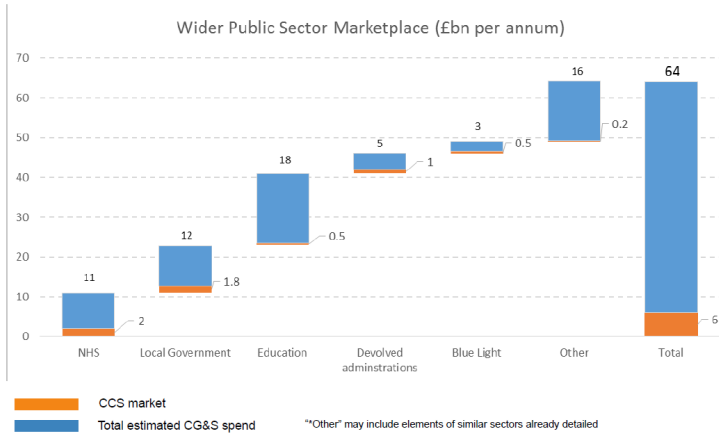


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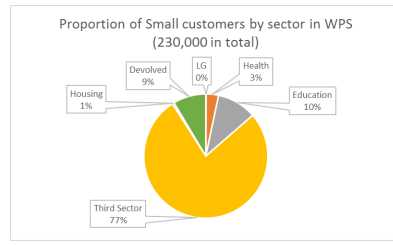
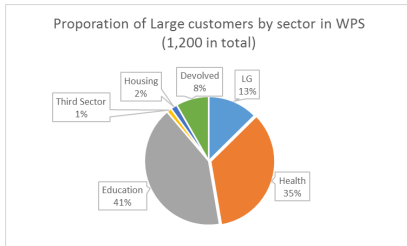
Working with the NHS



The procurement landscape



- The WPS landscape – health, education, local government and more – is complex.
- Collectively, it spends over £60bn each year on Common Goods and Services – with limited co-ordination
- In the NHS, the Common Goods and Services spend is about £10bn – we want to work with the sector to bring the same disciplines and commercial rigours being brought to the NHS Supply Chain categories through the FOM
- Our experience on Tower 9 will help us work together to achieve this



	LG	Health	Education	Third Sector	Housing	Devolved
Large	152	418	500	15	20	100
Small	201	7,500	24,000	180,000	1,100	20,000





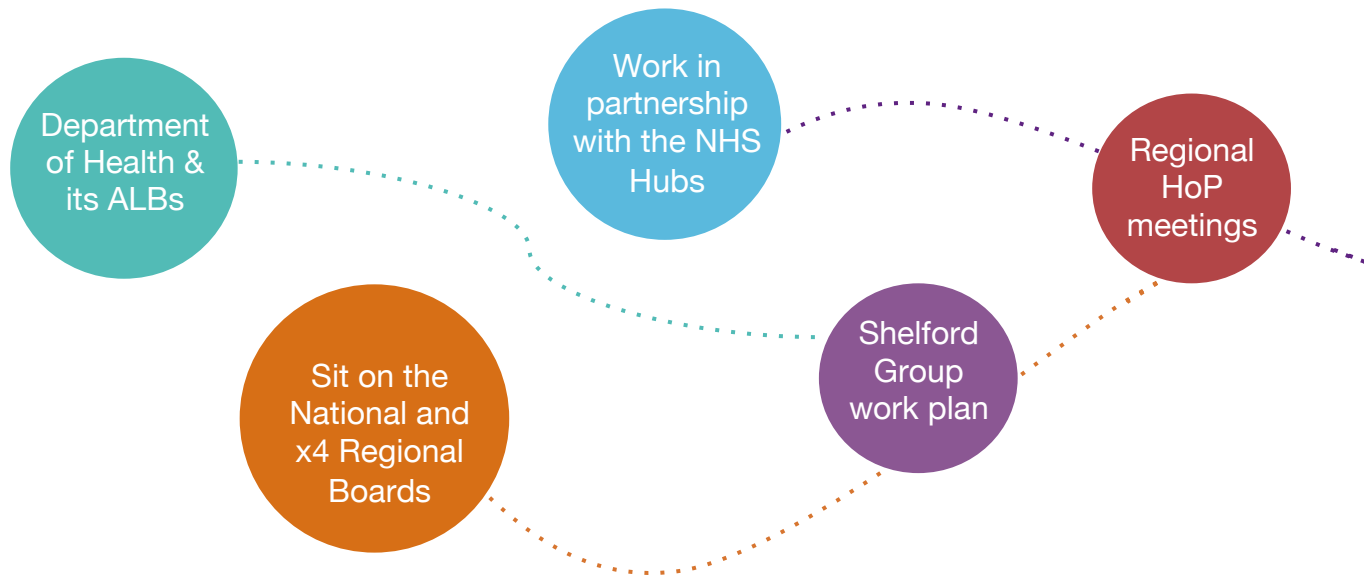
Crown
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How we support the commercial challenges in the NHS

- ✓ We focus on Common Goods and Services markets – where scale can drive value
- ✓ We work directly with NHS Trusts to build a real understanding of user needs and supplier capabilities
- ✓ Our category functions have deep market knowledge and expertise
- ✓ We focus on value not just price
- ✓ We are “commercial first” - *and* professionally compliant with regulations
- ✓ Consistent delivery – quality, value, timeliness – let us know how we can get better!

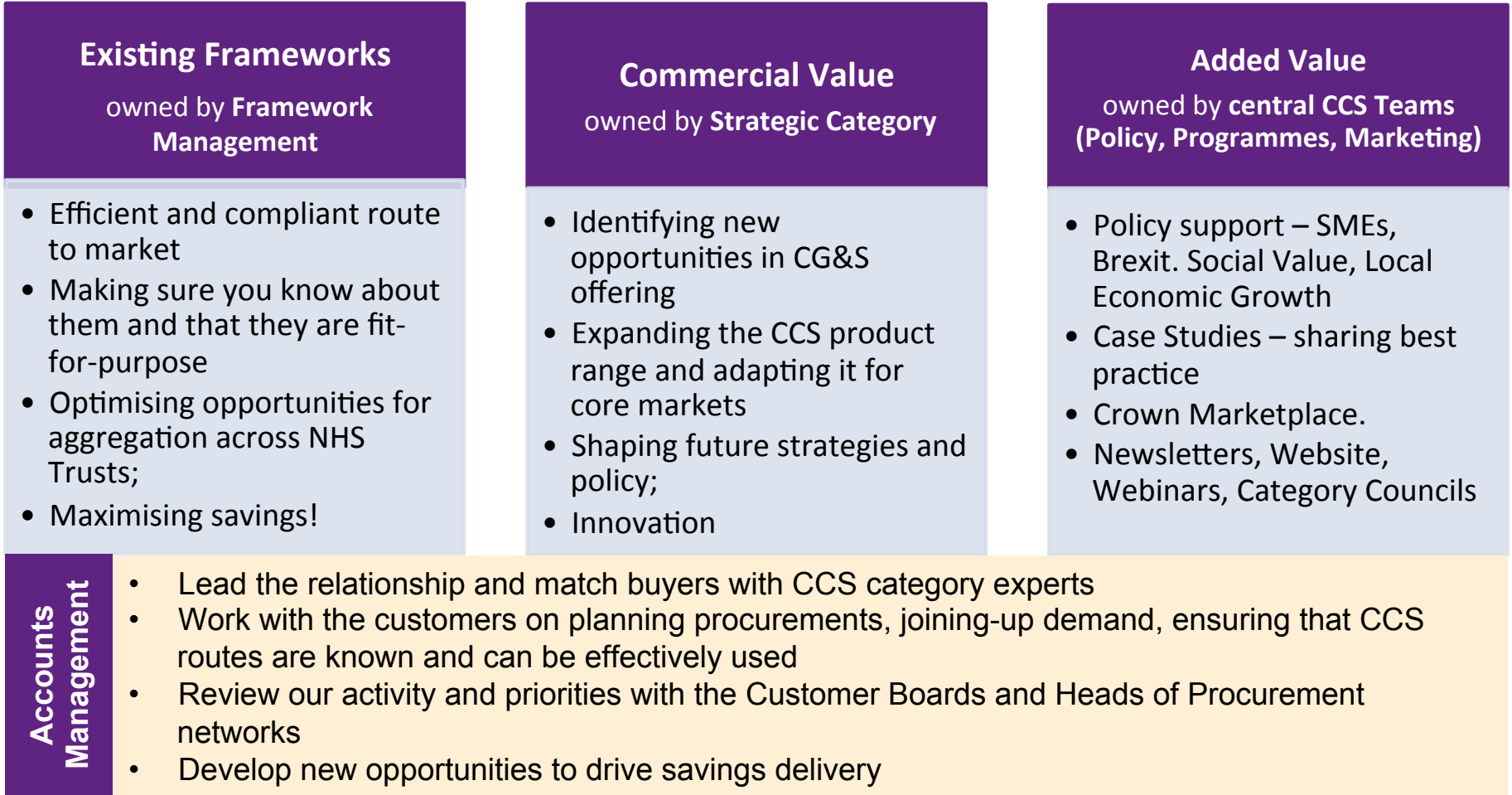
Engaging the NHS

We work alongside commercial leaders in the health sector



CCS managed £2.2bn of NHS spend in 2016/17

Our operating model for the NHS



Working with LPP

- Deep customer insight and intimacy across the NHS in London
- Using our combined resources effectively to deliver savings – CCS lead on leverage and supply market expertise in agreed categories; LPP leads on shaping specifications for the NHS and customer engagement
- Building our workplan and reporting to the London Customer Board – early priorities in non-medical staffing and mobile telephony – and sharing ideas for future initiatives
- Extending relationships to LPPs partner Hubs – East of England, Commercial Solutions and the Collaborative Purchasing Consortium
- Establishing ourselves as partners for the NHS in London – focused on delivering jointly NHS commercial priorities





How do I find out more?

Visit our stand

Contact Us

www.ccs.heretohelp.uk

will.laing@crowncommercial.gov.uk

CCS Customer Support Centre 0345 410 2222