



## Welcome

### Welcome to this week's newsletter

### Health Care Supply Association Annual Conference and Exhibition 2009

The Health Care Supply Association Annual Conference and Exhibition will provide delegates with a unique opportunity to hear from leading health care purchasing professionals about all the most recent developments across the health care sector, in particular the impact of the new commercial operating model.

Confirmed speakers include:

- Professor Christine Harland - President, Health Care Supply Association
- Professor John Seddon - Managing Director, Vanguard
- David Astley - Chief Executive, St George's Hospital, London
- St Clair Hunte - Senior Nurse Clinical Procurement Manager, Yorkshire and the Humber Commercial Procurement Collaborative
- Peter Ellingworth - Chief Executive, Association of British Healthcare Industries
- Peter Mount - Chair, Central Manchester and Manchester Children's University Hospital NHS Trust
- John Parkes - Chief Executive, NHS Northamptonshire
- Gary Belfield - Acting Director General for Commissioning and System Management, Department of Health
- Jackie Potter - Chief Executive, Corridor Manchester
- Jonathan Wedgbury - Chief Executive, Health Purchasing Consortium
- Jim Miller - Strategic Sourcing Director, National Procurement
- Helena Fuller - Chief Operating Officer, Yorkshire and the Humber Commercial Procurement Collaborative

Do not miss the opportunity to be involved in this stimulating and topical event designed specifically for health care procurement professionals and commissioners.

For more information on the Conference, please click [here](#)

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## News

### New £7.8 million hospital lab to benefit patients

Hospital chiefs have been given the go-ahead to build a new multimillion-pound state-of-the-art lab at Maidstone Hospital. [More...](#)

**Royal Surrey maintains its position as best stroke services provider in Surrey**

The latest data released on stroke services shows that the Royal Surrey County Hospital is the top provider of stroke services in Surrey and in the top 25% of hospitals in the country. [More...](#)

**Coventry cancer centre praised nationally for its commitment to research and trials**

More patients have signed up to take part in cancer trials at the Arden Cancer Research Network (ACRN) based at University Hospital, Coventry, than anywhere else in the country. [More...](#)

**Boost for healthcare jobs with new stroke unit in Norwich**

Fifty new NHS jobs for nurses, therapists and doctors are being advertised for a new £8 million stroke rehabilitation unit being built in Norwich as the project takes another big step forward. [More...](#)

**News can be read at:** <http://www.healthcaresupply.org.uk>

## This Week's Reports

**[Guidance for Remuneration Committees: Pay framework for very senior managers in strategic and special health authorities, primary care trusts and ambulance trusts](#)**

This document, and the accompanying letter, introduces guidance for the use of remuneration committees when operating the pay framework for very senior managers in strategic health authorities, primary care trusts, ambulance trusts and special health authorities and clarifies an issue concerning performance awards for those very senior managers covered by the pay framework.

**[World-class Commissioning Monthly Update: September 2009](#)**

This letter gives an update for September 2009 on the world-class commissioning programme.

**[The Use of 084 Telephone Numbers in the NHS: Department of Health response to consultation](#)**

This is the Government's response to a consultation on the future use of 084 numbers in the NHS.

**Reports can be found at:**

<http://www.healthcaresupply.org.uk/reports/>

## Events

**[Masterclass - Perfecting Compliant Evaluation Processes](#)****30 September 2009 - Novotel, Birmingham Centre**

The EU Public Procurement Directive 2004/18 and the Freedom of Information Act (FOIA) make issues surrounding the evaluation process far more transparent to suppliers and other interested parties.

This event will examine the latest legislation and practices to help you

deliver value for money through compliant evaluation processes.

The seminar is designed to:

- Give you an understanding of the changing legal obligations pertinent to the evaluation process - from both UK and EU perspectives.
- Provide practical assistance drawn from many years' experience of how to carry out effective evaluation processes.
- Offer expert advice on how to manage the complete evaluation process, starting with setting the specifications.
- Help you improve control and effectiveness of the evaluation process so you achieve value for money.
- Provide practical guidance on current and anticipated developments affecting the evaluation process.

A good evaluation process will address the following, in addition to issues surrounding the specifications:

- Do competing suppliers have the required capabilities (including staff, support systems and experience) to deliver?
- How do the suppliers' track records on delivery performance match the size, scope and complexity of the requirements?
- Are there any potential conflicts arising from the suppliers retaining their core business directions while fully meeting requirements?
- Is the knowledge and experience of our in-house procurement professionals being used to its full extent in this assessment?
- How do the suppliers' track records on team working or partnering relate to the cultural reality and aspirations of the department?

This event is a must for all personnel engaged in the evaluation process, including:

Procurement  
Legal  
Finance  
End user  
Audit

For more information, or to book, click [here](#)

**Update your diary by visiting**

<http://www.healthcaresupply.org.uk/events/index.htm>

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## Discussion Forum

Do you have a burning issue or a hot topic that you wish to share with members? Then why not post it on the Discussion Forum in the members area of the website.

**To read the current topics, or to begin your own discussions, visit the Health Care Supply Association Discussion Forum by clicking [here](#)**

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Health Care Supply Association [www.healthcaresupply.org.uk](http://www.healthcaresupply.org.uk)  
Members Area - Hosts Access to CPV Codes Online, Members Directory, Members Discussion Forum, World-wide Procurement Links & Contract Search Services, as well as E-tendering and Electronic Supplier List Facilities, for further information on these services please visit <http://www.bipsolutions.com/Delta/delta.html>

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