



# Communications & Engagement

The role of third  
parties in procurement

Genine Whitehorne  
Commercial Strategy &  
Assurance Lead, NHS England  
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# NHS England

We set the priorities and direction of the NHS and encourage and inform the national debate to improve health and care



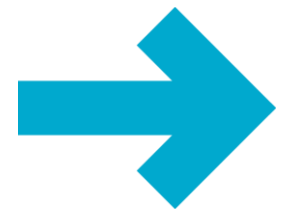
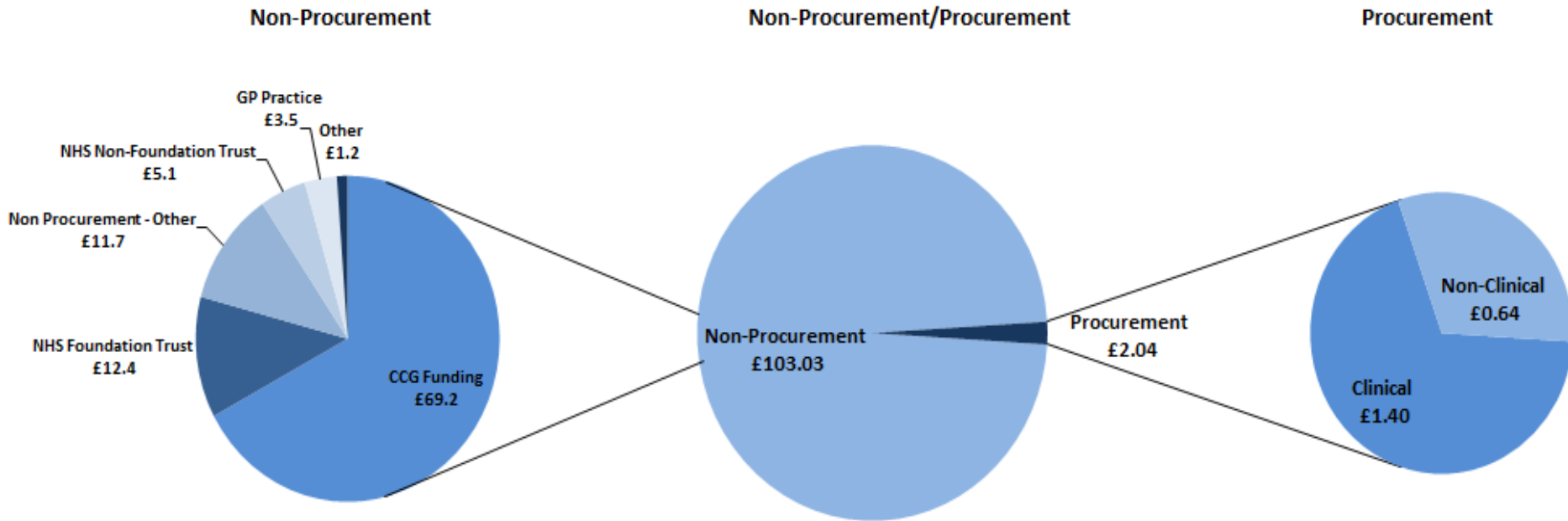
We want everyone to:

- have greater control of their health and their wellbeing,
- be supported to live longer, healthier lives by high quality health and care services that are compassionate, inclusive and constantly-improving.



# Our spend

NHS Budget FY 16/17  
£105.07 billion





# Engaging 3<sup>rd</sup> parties

- **Contracting authorities are legally able to include third parties in the procurement process.**
- However it is necessary to consider whether it is appropriate:
  - Is there any issue regarding commercial confidentiality
  - Is there any reputational risk? Can the third party truly add value to the process?
  - Do you have time and resources to support other parties through the process?



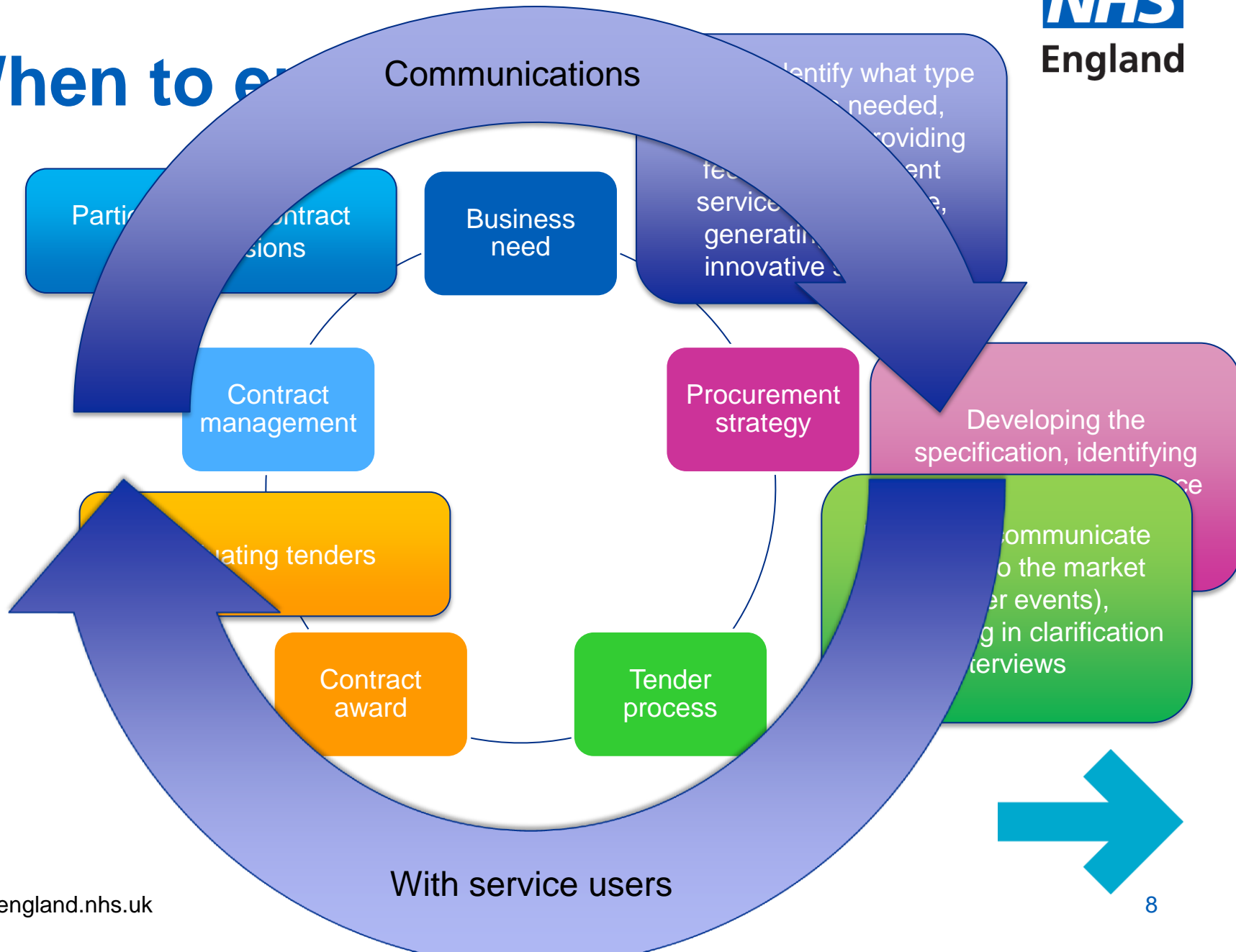


# Why engage 3<sup>rd</sup> parties?

- At times government may not have all the answers
- Sometimes someone else/another organisation may have the answer
- It may be quicker/more efficient to admit you need input from others
- If any of the above are true; you are likely to get a better result if you involve those who can help you to shape the solution!



# When to engage





# How to engage?

Levels of engagement	Type of relationship/communications
Inform	Provide regular update on proposals and process
Consult	Seek feedback on proposals and ask questions regarding preferences
Involve	Include others in the design and decision making process but reserve the right to dis/agree to ideas
Collaborate	Joint decision making and learning (co-design)
Empower	Responsibility for designing and agreeing proposals delegated to someone else



# GP international recruitment

**£70-100m for the recruitment of circa. 2000 non UK National GPs over 4 years.**

The British Medical Association has been involved in the recruitment process to ensure we attract the right calibre candidates.

Stage	Role	Type of engagement
Business need	Seek opinion to find out: <ul style="list-style-type: none"> <li>• What issues do GPS face?</li> <li>• What attracts/deters people from pursuing general practice as a career?</li> </ul>	Consult
Procurement strategy	<ul style="list-style-type: none"> <li>• Identify incentives to build into requirements</li> <li>• Specify professional standards</li> </ul>	Involve
Tender process	<ul style="list-style-type: none"> <li>• Keep updated on progress</li> </ul>	Inform
Contract award	<ul style="list-style-type: none"> <li>• Participate in tender evaluation</li> </ul>	Involve
Contract management	<ul style="list-style-type: none"> <li>• Keep updated on progress</li> </ul>	Consult



# Considerations

- Confidentiality and declaration of interest
- Support and training
- Clear roles and responsibilities
- Clear communication to market about 3<sup>rd</sup> party participation
- **Need to accept that accountability remains with the contracting authority**



