

NECS Finance excellence in procurement support

The NECS finance team are experts at delivering procurement support. They know their way through the complexities of healthcare commissioning and have the insight, tools and expertise to offer a comprehensive end-to-end service.

With their support, you will get the best from contracts and suppliers. Safe in the knowledge that a robust procurement process is in place, compliant with relevant legislation, national guidance and statutory duties.



Improved pathways for patients, reducing duplication in interventions and delivering savings of £700,000 a year on a £4m annual contract.

We can help you achieve successful procurements, take on workload demands, make cash savings and deliver improved services. We know our way through the complexities of procurement and make your job easier. Our process provides clear communication, ensuring we meet your objectives and achieve better outcomes.

You can trust us to deliver.

The offer is flexible and meets customers varying requirements from full end-to-end support in transforming services working with project teams, to providing due diligence on potential providers. Elements of the service offer are:

- A comprehensive end-to-end support process from the pre-procurement phase to contract signature.
- Direct communication with a key member of the project team.
- Activity and demand analysis.
- Provision of different potential payment models and their impact, including sensitivity analysis and/ or benchmarking.
- Risk and benefits assessment of financial and activity assessments.
- Key finance documents prepared for bidder completion during the procurement process and sound due diligence. All completed to exacting standards to minimise any risk of challenge by bidders.
- Support for any clarification questions from bidders.
- Assessment of completed bids.
- Finance due diligence i.e. capacity and capability assessment on the preferred bidder.

How we've helped

NECS finance and project team has supported a wide range of successful procurement projects, including:

- Project and end-to-end finance support to the North East Integrated Urgent Care service, an £11.5 million annual contract, across 10 CCGs, which before procurement required negotiation with commissioners to agree on a single approach. The outcome was a revised specification including clear monitoring, delivering annual savings of £600,000.
- MSK expertise, end-to-end finance support and procurement advice for a range of commissioners focussed on decommissioning of appropriate services and pricing models. An integrated MSK service procurement which improved pathways for patients and reduced duplication in interventions. £700,000 was saved, and further savings have been achieved as a result of a reduction in duplicated diagnostics and evidencing fewer patient handoffs. This model has also supported four different projects and set an example of providing savings and clearer patient pathways.



- Procurement of an Integrated Urgent Care Service (IUCS) to replace an existing fragmented service delivered by three organisations over five locations and provide one IUCS model delivered across two urgent care locations. The procurement resulted in a three-part payment mechanism, which included quality and an outcomes-based element in the tariff. £1.2m cost reduction was achieved, with improvements in patients accessing the most appropriate services and supported the local accident and emergency service to deliver national A&E targets.
- Re-procurement of CCG community services contracts. Appropriate services were decommissioned, and a specification prepared to best support the local population. A new service focussing on quality care closer to home, improved interaction with acute services, and commissioning of separate specialist services to meet minority patient groups needs was re-procured. This procurement did not aim to deliver cash savings, but to improve value delivered by improving and providing a seamless service for patients, linking in and out of hospital care.
- Numerous large and small scale procurements from diabetes awareness and support, online mental health counselling services, dementia support services, hearing aid provision and home oxygen services. Our knowledge and experience span community, continuing healthcare, acute and mental health support services.

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NHS England established the Health Systems Support Framework specifically focused on ICS and STPs with the aim of providing quicker, easier access to the digital, technology and transformation services needed to deliver more integrated care. NECS is a member of the Framework agreement enabling you time to work with us to define local requirements, payment models and contracting arrangement to best meet your specific needs.