

# Our Update

April 2017

## Welcome to our April update

We have been celebrating this month as NOE CPC has reached an exciting milestone – 10 years of providing procurement services for the NHS. We have come a long way since our inception in 2007 and have been reflecting on the impact we have made over that time – see page 2. To help us celebrate our 10th birthday in style we were delighted that one of our team members, Jenny Stevens, took the time to make a beautiful birthday cake, which the team enjoyed enormously...it looked amazing and tasted even better!

Lots of work is also taking place looking forward to how the organisation needs to evolve over the coming years. Upcoming changes including the emergence of STPs and their plans, NHS Improvements agenda in delivering the Carter recommendations, as well as the Department of Health's Future Operating Model will have an impact on NOE CPC's future direction. We are working hard towards adapting to these positive changes, whilst also seeking to maintain our core business model to help our members meet the continued CIP pressure they face. We are very excited about the direction of travel, following various discussions with members about our vision. The feedback we continue to get is very positive and we would like to thank our members sincerely for their continued and valuable input and support.

Recently, we launched several new frameworks, to give you access to an even greater range of savings opportunities and we are currently working on additional frameworks, due to launch in the next few weeks. We look forward to working with you to explore these

agreements in due course, carefully balancing your priorities with our capacity. Three of these frameworks, in particular, cover a vast range of products within Theatre, Clinical consumables and Ophthalmology. These have been set up to take advantage of commitment buying across a range of lots under one agreement and the potential efficiencies that this can bring. All efforts are being made to embed and establish these significant frameworks as soon as possible. To support us, we would appreciate as much advance notice as possible of your potential interest. This will be invaluable in helping us to plan our work to support you. Please do get in touch with the respective procurement representative to inform them of your interest and possible timescales.

I was pleased to get the chance to meet with and update several of our members at our latest 'Members' Forum which took place in Sheffield last month and look forward to meeting some of our members in the South and East on the 27th of this month at our next event in Cambridge. These events provide an ideal opportunity to hear about all that is new and upcoming, to get your input our strategic direction and also allows you the chance to put forward any questions or concerns that you may have. A full list of all our upcoming events can be found on page 2.

Keith Rowley  
Managing Director



## Inside this issue

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## Events

Forthcoming events on **page 2**.

For details of all upcoming events visit: [www.noecpc.nhs.uk/events](http://www.noecpc.nhs.uk/events)

## Get in touch

If you have any questions about anything featured in this month's Update or would like to know more about NOE CPC and what we can deliver to your trust please contact: **Cathy Cockram**, Head of Customer Relations and Marketing, email: [cathy.cockram@noecpc.nhs.uk](mailto:cathy.cockram@noecpc.nhs.uk)

Follow us on Twitter for the latest news & updates @NOECPC

# NOE CPC turns 10!

This month we are proud to be celebrating a decade of delivering value and procurement to the NHS...

NOE CPC has come a long way since the organisation was formed back in April 2007. Here we take a look at some of our highlights from the past 10 years:

## £154 million saved for customers

Since inception we have saved more than £154 million for our customers through OJEU compliant, competitive contracts and framework agreements.

Please [click here](#) to view our verified savings for the current financial year.

## 17 times award finalists and winners

Over the last decade we have been short listed for 17 procurement industry awards, a selection of which we have gone on to win or receive highly commended status for.

Please [click here](#) to view our recent successes.

## 500% staff increase

Back in 2007, as the Yorkshire and Humber Procurement Collaborative (YHCPC), we consisted of a team of 7. NOE CPC has since expanded that team to 42 investing in procurement specialists, data analysts, eCommerce, customer support and communications to deliver a better service to our members. Meet the team [here](#).

## 234 organisations served

Since April 2007 we have delivered a procurement service to 234 NHS organisations across England through ready-to-use framework agreements and contracts, and bespoke projects.

Please [click here](#) to view our current membership.

## 127% increase in framework agreements

In its first year of business YHCPC had 36 framework agreements, NOE CPC currently has 82 framework agreements available to our customers.

Please [click here](#) to view our extensive portfolio of live agreements.



## Upcoming events

[www.noecpc.nhs.uk/events](http://www.noecpc.nhs.uk/events)

### Members' Forum East and South

**Date:** 27/04/2017

**Venue:** Madingey Hall, Cambridge

Come along to our next Members' Forum to hear presentations from key note speakers and receive information about new contracts available to members. This is also a great opportunity to network with other NOE CPC members and staff.

Register for your free place [here](#).



### P4H 2017

**Date:** 13/07/2017

**Venue:** NEC Birmingham

P4H 2017, The Procurement Event For Health, is the UK's leading exhibition designed to promote and support the ongoing NHS efficiency objectives.

Hosted at Birmingham NEC, skills development, collaboration and showcasing best practice are at the heart of P4H, providing visitors with an unrivalled opportunity to engage directly with interactive and educational features aligned to support today's procurement initiatives, both at national and trust level.

Tickets are FREE for public sector delegates so [click here](#) to book your place today.



### PiH – Procurement in Healthcare

**Date:** 27/09/2017

**Venue:** Olympia, London

Part of the UK Health Show, the event connects the NHS with partners and suppliers as it seeks to leverage its purchasing power to achieve the best value of goods and services.

Focusing on achieving best value procurement through competition and collaboration, NOE CPC will be exhibiting and presenting at the event and we would be pleased to welcome you to our stand in the Procurement Hub Zone.

It is free to attend for all who work within the public healthcare sector. Please [click here](#) to register to attend.



# Framework updates: Find out what's new and coming soon

## NEW: Legal Services

This framework agreement provides access to a panel of leading legal services providers. The appointed firms are all able to meet a broad range of NHS/healthcare needs for legal services. **Click here to find out more.**

## NEW: Apprenticeships – Dynamic Purchasing System (DPS)

In response to the introduction of the Apprenticeship Levy, in effect from 6th April 2017, NOE CPC has opened a Dynamic Purchasing System (DPS) to allow NHS organisations to access Skills Funding Agency approved providers in a manner compliant with the requirements of the Public Contract Regulations. **Click here to find out more.**

## NEW: Orthoses Consumables and Orthotic Service

A full OJEU procurement exercise was concluded in early 2017. The resulting framework agreement is fully compliant with all EU procurement regulations and all other relevant legislation.

The lot-based structure above allows a fully compliant commercial route to the range of items and services available under each lot. **Click here to find out more.**

## NEW: Topical Negative Pressure Devices and Related Consumables

This framework agreement has been procured – taking into account the views of stakeholders – with a deliberate aim of expanding the scope to include the latest TNP devices. **Click here to find out more.**

## NEW: Total Waste Management Services

NOE CPC has previously had two separate contracts to service members' waste requirements – a General Waste Framework and a separate Healthcare Waste Framework.

The new Total Waste Management Services framework encompasses all these waste streams into one single framework. The framework provides flexibility, with members able to contract their waste streams separately by Lot(s) or, for those seeking a Single Provider for all their specified waste streams, a One Stop Shop option. **Click here to find out more.**

## COMING SOON: Complete Ophthalmology Solutions Framework Agreement

Alongside our collaborative procurement partners we are currently in the final stages of this procurement which will soon be replacing the current Intraocular Lenses & Consumables agreement. We will be updating members with the final award details and associated information once confirmed.

## COMING SOON: Theatre Surgery Consumables Framework Agreement

After a long and complex evaluation and clarification period, we are in the final stages of this procurement. It has been a significant procurement covering seven high profile theatre areas and the considerable work at this end of the procurement is to ensure issues will be reduced during the life of the framework agreement, as much as possible. New benchmarking information and templates have been issued to all member trusts. Please contact your NOE CPC Account Manager for further advice, if you need it, for completion. Award details and further guidance will be issued to members.

Thank you for your patience and understanding during this multifarious procurement. The go live date, pending no challenges at the standstill period, will be mid-April.

## COMING SOON: Pressure Redistribution Equipment, Mattresses & Cushions, Repair, Decon & Disposal Framework Agreement

The current framework agreement was due to expire in April. Eventually this requirement will become a lot under a new, bigger framework for Patient Handling; a PIN was published in OJEU at the end of last year. However, to ensure cover and continuity of service in the interim period of the new framework being procured, the current arrangement will be extended until December 2017. Contracts can be awarded up until the new expiry date but a period of only 12 months is recommended. You will be informed if any suppliers decline the extension offered.

## COMING SOON: Clinical Consumables

We are currently in the final stages of this procurement which is a joint project alongside our CPP partners. The catalogue is under construction by the NOE CPC Data Team. As soon as the catalogue is completed, a new benchmarking template can be run from it and issued to members. We will be providing further details in the near future.

Suppliers from previous relevant framework agreements have been asked to hold prices in this interim period.

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**A full list of all NOE CPC's current frameworks can be found at: [www.noecpc.nhs.uk/contracts](http://www.noecpc.nhs.uk/contracts)**





# CPC Drive: busting the myths around the recent changes to car benefit schemes

Following changes to a number of salary sacrifice schemes during the Autumn Statement and subsequently the Finance Bill, we're delighted that our scheme will be treated differently, in a similar way to childcare vouchers and the Cycle to Work scheme.

There has however, been a great deal of confusion over the facts, and this has led to the perpetuation of several myths around what the Government changes mean.

Firstly, it's important to note that our Car Benefit Scheme remains one of the most cost-effective ways of driving a brand new car, while offering an additional benefit for employers to aid with retention and motivation of employees. We provides an opportunity for thousands of employees to run a new car, without the additional expense of insurance, road tax, servicing and breakdown cover, as they're all included.

Furthermore, as company car schemes already attracted Benefit in Kind tax, little will change for our customers. Drivers are still able to make savings on retail pricing thanks to NI savings and manufacturer discounts, and for organisations there will still be no cost to implement and run.

Other myths and misunderstood implications of the Government changes include:

## **Myth #1** – 'salary sacrifice schemes other than those explicitly excluded have been scrapped by the Government'

This is simply not true, as all that has changed is the tax treatment. A driver taking a car, emitting more than 75g/km CO<sub>2</sub>, will pay either the Benefit in Kind tax on the car OR the tax on the amount of salary being sacrificed if that is the greater amount. The changes come into effect from April 6th 2017 for new agreements and existing ones are protected until April 2021. ULEVs are completely exempt from the changes.

## **Myth #2** – 'prices go up for all employees'

Our modelling shows more than half of

forecasted 2017 orders would not be affected by the new rules, either because drivers will opt for a ULEV or because the drivers will already be paying more in gross Benefit in Kind (BiK) than the gross salary being sacrificed. For the rest, over a quarter will see an average increase of less than £2.50 per month. In the approximately 11% of vehicles where there are larger increases we would expect drivers to simply opt for another car which isn't affected to anywhere near the same degree.

## **Myth #3** – 'there are no longer any financial benefits for employees'

There are still huge savings to be made with NI savings, pension savings (where applicable), manufacturer discounts and corporate finance rates. However, cost savings are not the main reason that people choose to drive a brand new car from CPC Drive. In a recent survey, only 3% chose the scheme because of tax savings and 77% chose their car because of the all-inclusive, hassle free package which was great value against other methods of driving a brand new car.

## **Myth #4** – 'there are no longer any National Insurance savings for employees'

This is one of the biggest misconceptions. The truth is that National Insurance (NI) for employees is NOT affected by the new rules. Government have been clear that NI savings remain for all employees.

## **Myth #5** – 'it is more expensive for employers to run salary sacrifice schemes'

All CPC Drive schemes are free to implement, and there is still no financial cost to implement or run a salary sacrifice car scheme.

## **Myth #6** – 'salary sacrifice car schemes are no longer a great benefit for employers to offer'

Cars remain a fantastic benefit of employment and CPC Drive in partnership with Tusker has seen many new schemes launch since the tax treatment was clarified in the Autumn Statement.

## **Myth #7** – 'only ULEVs will be available from now on'

The savings for ULEVs are greater under salary sacrifice under the new rules, but drivers can continue to choose from thousands of makes and models with varying savings depending on their own circumstances and the CO<sub>2</sub> rating for the vehicle.

## **Myth #8** – 'salary sacrifice will be abolished in 2021 so it's not a long-term solution'

The 2021 date has caused confusion but this simply refers to when the rules will apply to renewals of existing schemes. The Government has always applied a 'grandfather clause' to tax rules in order to maintain the status quo for existing contracts.

## **Myth #9** – 'all employers will stop making pension contribution savings'

Where applicable pension contribution savings remain as they are not affected by the changes.

## **Myth #10** – 'renewals will be affected immediately by the new rules'

All orders with contracts signed before April 6th 2017 will be treated under the previous rules. Only orders, or renewals, signed after then will be treated under the new rules.

[Click here for more information about how you could benefit from our CPC Drive salary sacrifice car scheme...](#)

