



HCSA

EIS MIDLANDS/EAST OF ENGLAND 2024

9 May 2024

STAVERTON HOTEL, DAVENTRY

#EISMidlands24



Welcome

Welcome to the Excellence in Supply Conference and Awards Midlands & East of England 2024.

For many years, the EIS Awards have been at the forefront of celebrating the standout achievements of organisations in the NHS supplier community and, in 2024, HCSA is delighted to be delivering the EIS awards and to be honouring suppliers with regional events which started last month with London & South, followed by Midlands & East of England today and finishing with the North in July.

The relationship between the NHS and supplier communities has never been closer or more crucial as we have come together to tackle the challenges of the last few years.

With this in mind, we hope you enjoy the programme we have put together today for EIS Midlands & East of England and join us for our Awards dinner this evening as we continue to develop and celebrate the teams, individuals and suppliers that contribute to all aspects of NHS Procurement and Supply Chain.

We also urge you to support this year's HCSA charity Young Lives vs Cancer by visiting them on the reception desk or using the QR code in your information pack and in this programme.

Finally, a big thank you to all our sponsors who are supporting this year's event as well as our excellent line-up of speakers and the HCSA conference team.

HCSA Events Team

Diary Dates

EIS North Conference & Awards 4 July 2024

Queens Hotel, Leeds

HCSA Women's Network Conference 2024 4 September 2024

Holiday Inn, Regent's Park, London

HCSA Annual Conference 2024 13-14 November 2024

Telford International Centre

For further information visit
www.nhsprocurement.org.uk/events

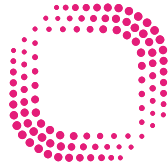


Agenda

Timing	Description				
8.45am – 9.30am	Registration – Breakfast & Networking Opportunity Lanyards – Sponsored by GXO				
9.30am – 9.35am	Our Chairman for the day – Ben Shaw				
9.35am – 9.50am	Opening Welcome from Simon Clarke				
9.50am – 10.30am	Keynote Speech – David Melbourne David will be presenting on the challenges the NHS faces at a National, Regional and System level, sharing his experience as a ICB Chief Executive within one of the most deprived ICS' in the country.				
10.30am – 10.50am	Coffee Break – Sponsored by WL GORE				
10.50am – 11.25am	Marie Teevan Leader in Mindset Transformation Imposter Syndrome refers to the feeling of inadequacy or self-doubt despite evidence of competence and success. While it can be a challenging experience, some argue that it can also be seen as a superpower in certain ways. Imposter Syndrome can have various impacts on individuals in the workplace including self-doubt, fear of failure, perfectionism, undermining achievements, workaholism, difficulty accepting feedback and impaired decision making. Today we will explore how we can turn imposter syndrome into one of your biggest strengths and thrive in the workplace and beyond.				
11.25am – 12.15pm	<table border="1"> <thead> <tr> <th>Case Study 1 - Room 1</th> <th>Case Study 2 - Room 2</th> </tr> </thead> <tbody> <tr> <td> Absolute Interpreting Absolute Interpreting and Translations, showcasing how to unlock 25%-35% ongoing savings on interpretation & translation services while enhancing patient experience up to 97%. Our APLS™ seamlessly integrates with EPR systems, freeing NHS staff from all booking, cancellation, confirmation, and reminder hassles. Explore how it boosted patient satisfaction to 98.7%, saved £1.2m yearly, and fostered inclusivity. Join our case study presentation. </td> <td> Word360 Discover how Word360 is revolutionising access to NHS services through inclusive communication addressing patient accessibility and EDI challenges. We will demonstrate how we have created a cutting-edge digital ecosystem designed to transform the patient experience through a single service solution tailored to meet the diverse needs of NHS providers. Learn how we have worked across the Midlands to integrate and embed our suite of communication solutions saving £2.3m annually and retaining our 99.8% patient and staff satisfaction rates. </td> </tr> </tbody> </table>	Case Study 1 - Room 1	Case Study 2 - Room 2	Absolute Interpreting Absolute Interpreting and Translations, showcasing how to unlock 25%-35% ongoing savings on interpretation & translation services while enhancing patient experience up to 97%. Our APLS™ seamlessly integrates with EPR systems, freeing NHS staff from all booking, cancellation, confirmation, and reminder hassles. Explore how it boosted patient satisfaction to 98.7%, saved £1.2m yearly, and fostered inclusivity. Join our case study presentation.	Word360 Discover how Word360 is revolutionising access to NHS services through inclusive communication addressing patient accessibility and EDI challenges. We will demonstrate how we have created a cutting-edge digital ecosystem designed to transform the patient experience through a single service solution tailored to meet the diverse needs of NHS providers. Learn how we have worked across the Midlands to integrate and embed our suite of communication solutions saving £2.3m annually and retaining our 99.8% patient and staff satisfaction rates.
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<p>1.15pm – 2.05pm</p>	<p>Case Study 1 - Room 1 Absolute Interpreting</p> <p>Absolute Interpreting and Translations, showcasing how to unlock 25%-35% ongoing savings on interpretation & translation services while enhancing patient experience up to 97%. Our APLS™ seamlessly integrates with EPR systems, freeing NHS staff from all booking, cancellation, confirmation, and reminder hassles. Explore how it boosted patient satisfaction to 98.7%, saved £1.2m yearly, and fostered inclusivity. Join our case study presentation.</p>	<p>Case Study 2 - Room 2 Word360</p> <p>Discover how Word360 is revolutionising access to NHS services through inclusive communication addressing patient accessibility and EDI challenges. We will demonstrate how we have created a cutting-edge digital ecosystem designed to transform the patient experience through a single service solution tailored to meet the diverse needs of NHS providers. Learn how we have worked across the Midlands to integrate and embed our suite of communication solutions saving £2.3m annually and retaining our 99.8% patient and staff satisfaction rates.</p>
<p>2.05pm – 2.50pm</p>	<p>Charlie Knell The Strategic Framework for NHS Commercial</p> <p>The Strategic Framework for NHS Commercial and how this links in with the Central Commercial Function (CCF) Core Service Offers & the Commercial Efficiencies Optimisation Programme (CEOP).</p> <p>Followed by an overview of the CEOP Procurement Frameworks Workstream, highlighting the recently published list of Accredited Host Organisations, the changes to the NHS Standard Contract that underpin these accreditations, and the next phase of the programme which seeks to de-duplicate and rationalise the procurement framework landscape, by category and sub-category of spend.</p>	
<p>2.50pm – 3.20pm</p>	<p>A Message from our Main Sponsor - Liaison Group & NHS Partners Jack Mazzina, Commercial Director</p> <p>A live case study session that takes a deep dive into drivers for agency spend and how NHS organisations have managed to significantly reduce it, whilst increasing workforce capacity. Real life examples include how providers have taken a more holistic approach to procuring digital solutions which have improved candidate attraction, increased staff retention and improved workforce productivity.</p>	
<p>3.20pm – 3.40pm Coffee Break – WL GORE</p>		
<p>3.40pm – 4.15pm</p>	<p>Andrew Daly Procurement law update</p> <p>Andrew will provide an update on the latest developments in procurement law, looking at key developments with the impending introduction of the Procurement Act 2023, as well as updates on the Provider Selection Regime since its introduction on 01/01/2024.</p>	

Thanks to all our sponsors



Liaison
Group

Changing the global
health economy



at the heart of healthcare



Speakers



Ben Shaw

Ben has over two decades of experience in senior leadership roles in public and private sectors, primarily specialising in procurement and is a Fellow of the Chartered Institute of Procurement and Supply. In his most recent capacity as Director of Productivity, Ben successfully led the Trust's cost and quality improvement programmes for seven years. In December 2023 Ben was appointed as the Director of Financial Sustainability for UHL.



Simon Clarke

With over 30 years procurement & supply chain experience. Simon began his career in the Royal Navy and has worked in senior Procurement/Supply Chain roles within the Pharmaceutical sector and Local Government, before starting his NHS career in the East of England at Basildon & Colchester. Now working in Birmingham, he is responsible for all procurement across the Birmingham & Solihull Integrated Care System (ICS).



Hamish Makanji

Hamish has held a number of leadership roles in NHS Supply Chain since joining in 2010. He currently heads the national Hospital Care team, whose primary aim is to work collaboratively with NHS Trusts and other Healthcare providers to deliver cash releasing savings and wider benefits whilst maintaining Clinical Assurance and Quality.

Speakers



David Melbourne

David gained a first class degree in economics at Leicester University, before qualifying as a chartered accountant and chartered public accountant and then completing an MBA.

As a senior manager at KPMG, David worked largely in health and education sectors but was attracted to the variety and challenges of a senior role within the NHS. He had experience in various Director of Finance roles in Derbyshire and Lincolnshire before moving to Heart of Birmingham Teaching PCT where he was Director of Resources and Deputy Chief Executive.

David then joined Birmingham Children's Hospital in 2009 as Chief Finance Officer.

David is now the Chief Executive of Birmingham & Solihull Integrated Care Board leading the planning during its establishment in 2021 until now. He is also Chair of the NHS Supply Chain Midland Regional Advisory Forum and a member of the NHS Supply Chain National Advisory Forum.



Jack Mazzina

Jack Mazzina has a strong background in business development and sales and is Commercial Director - Workforce at Liaison Group.

He began his career at Southwestern Company in 2006, where he worked as a Sales Executive before being promoted to Assistant Organisation Leader and later Sales Training Manager & Divisional Sales Support. In 2008, Jack joined the University of Liverpool as a Marketing Assistant before then moving to Liaison Group in 2009, where he initially worked as a Business Development Manager before being promoted to Business Development Director and then into his current role.

Speakers



Charlie Knell

Charlie has been with the NHS England Commercial team for two years. She leads on Continuity of Supply, which means working across the health and social care family to co-ordinate and manage issues with the supply of goods and services to reduce the impact of any disruption on the front line.

She has previously worked in the charity sector, nursing, public health, local area commissioning and for NHS Supply Chain.



Marie Teevan

Marie Teevan is a leader in Mindset Transformation with over 25 years experience coaching and mentoring high achieving Leaders and their teams both in the corporate and online industries.

As well as an Accredited Executive Coach and Corporate Trainer, Marie is a Certified Rapid Transformational Therapy Practitioner.

She works with her clients to create the success mindset, habits and behaviours necessary to elevate their performance and fulfil their true potential in every area of their lives, careers and businesses. As well as working privately with clients, Marie has vast experience working with groups and hosts her own live events both in the UK & internationally.



Andrew Daly

Andrew Daly, Partner and Head of Procurement, Hempsons LLP
Andrew is a partner and head of procurement within Hempsons LLP's specialist procurement law team. He has over 20 years' experience of working with the NHS, acting both for contracting authorities and bidders.

Andrew utilises the knowledge gained from acting for clients on both sides of the fence to provide pragmatic advice on running defensible procurement processes/defending procurement law challenges, and also to advise bidders on improving their chances of success/challenging defective processes. Andrew is heavily involved in advising relevant authorities on the implications of the Provider Selection Regime and the new Procurement Act.

The year's charity

YOUNG LIVES vs CANCER

We're excited to have Young Lives vs Cancer (YLvC) as our 2024 charity partner for this year.

YLvC is a fantastic charity that provides support to children and young adults who are diagnosed with cancer.

One of the services that YLvC provides is Homes from Home, which are houses that families can utilise while their children are going through their cancer treatment. These houses are a huge benefit to families who are going through extremely challenging times.

YLvC will be at the EIS regional events, HCSA Women's Network Conference and National Conference in November to raise awareness of its work, but also importantly, to raise vital funds for the services it provides.



Byron Geldard
will give a speech
on the charity at
8.45pm

**To donate scan
the QR code!**



HCSA would like to thank all our Corporate Partners



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