

Key Messages Midlands Regional Advisory Forum – September 2025

NHS Supply Chain Updates and Regional Focus

- £95 million in total savings reported regionally; £10.3 million from the Midlands.
- Ongoing concerns about pricing discrepancies and cost pressures.
- Widespread recognition that procurement must deliver maximum value to offset growing cost pressures, industrial action, and tighter funding.
- Escalation of financial concerns (2026/27 planning, financial discipline, and cash flow risks) to national boards.

Performance Metrics

- Current metrics (e.g. 99.8% fulfilment) seen as disconnected from operational reality.
- Strong demand for trust-level and ICS-level performance measures that reflect real delivery experiences.
- Agreement that more transparent, practical, and standardised reporting is needed.
- Emerging proposals for revised metrics, governance hierarchies, and use of customer service data as proxies.

Commercial Strategy

- Introduction of new buying principles, commercial strategy refresh, and streamlined processes to improve efficiency.
- Importance of transparency, consistent communication, and co-production in commercial decision-making.
- Risks around delayed supplier payments, with potential added costs and strain on supplier relationships.