

Key Messages London and East of England Regional Advisory Forum – September 2025

NHS Supply Chain Updates and Regional Focus

- In Q1 of FY25/26, the four regions achieved £41m savings (c.4.1%), with London and the East Region contributing £11.4m.
- A strong pipeline of £18.5m in annualised opportunities has been identified: £1.7m ready to go live, £8.2m at scoping stage, and £4m awaiting trust or procurement team decisions.
- Value-Based Procurement (VBP) is progressing but lags behind other targets due to team capacity and varied local clinical engagement. Improved communication and local adaptation were agreed as vital next steps.

Performance Metrics

- Adrian Stobie presented an update on the development of collaborative performance metrics.
- Current metrics do not reflect operational realities. Headline figures (e.g., 99.8% fulfilment) mask real delivery challenges (~70% in practice).
- New dashboards are being co-designed to capture operational pain points.
- Members emphasised the need for metrics that support constructive insight, not blame, and that align local and national reporting.

Financial Pressures and System Sustainability

- Trusts face unsustainable cost increases and ongoing financial strain.
- NHS Supply Chain is working on buying principles, aggregation, and pipeline reforms.
- Debt position is deteriorating, with late payments adding interest costs and damaging supplier confidence.
- Better joint working between procurement and finance teams is needed to protect supplier relationships and system resilience.