

Medical and Surgical Consumables Customer Panel

April 2025

Agenda

	Agenda item	Presenter
1.	Introduction to the Panel	Jenny Sparrow
2.	Personal Protective Equipment (PPE) – Procurement Calendar Update	Emily O'Hare
	Facemasks Update	
3.	Minimally Invasive Surgery	Lisa Fletcher
4.	Wound Closure / Surgical MESH / Surgical Instruments - Tendering Activity	Andrew Mitchell
5.	Get involved in improving our frameworks – recruiting customers for Extension Sets / Intravenous Accessories and Electrodes Frameworks	Jenny Sparrow
6.	Any other business	All

Introduction to the Panel

- The Panel was principally established to strengthen customer engagement in Medical and Surgical Consumables, allowing for a two-way dialogue between NHS Supply Chain and NHS Trusts.
- In this forum, we aim to be proactive in our messaging and any informs that you may find useful, as well as engage with you to gather insights to inform our decision making.
- A key part of hosting these forums is to gain feedback on frameworks, to ensure they best fit the NHS' requirements.
- Frequency: every two months, first Thursday of the month, between 12.00 – 1.00pm.
- Meeting code of conduct.

For further information, please view the Terms of Reference.



PPE Procurement Calendar Update – April 2025

Emily O'Hare

Framework Renewal – Polymer Products

Stage	Time(s) & Date(s)
Tender Published	05 November 2025
Deadline for Submission of Tenders	10 December 2025
Tender Evaluation Period	10 December 2025 – 16 March 2026
Standstill Period	Open 14 May 2026
Award of Contract	14 May 2026
Standstill Period	Close 27 May 2026
Framework Launch Date	02 November 2026
Framework Go-Live	02 November 2026

Products in Scope

- Lot 1 - Clinical and Offensive Waste Bags
- Lot 2 - Domestic Waste Bags
- Lot 3 - Unprinted White, Clear and Coloured Bags
- Lot 4 - Patient Property and Carrier Bags
- Lot 5 - Soluble laundry Bags – Interleaved
- Lot 6 - Specimen/Resealable Bags
- Lot 7 - PEVA Body Bags
- Lot 8 - Alginate Stitch Laundry Bags
- Lot 9 - Specialist Lines (E Direct to deliver new lines)
Includes Mattress Bags
- Lot 10- Aprons – Core lines
- Lot 11 - Aprons – Specialist Lines

Planned Changes & Savings Levers

- Aprons framework will be extended to align with this proposed Polymer Products framework.
- The cost adjustment mechanism will be applied to clinical waste bags & NHS Core Aprons.
- One price for the NHS.
- Product specification review ongoing (newton v micron).

Framework Renewal – Hand Hygiene

Stage	Time(s) & Date(s)
Tender Published	02 June 2026
Deadline for Submission of Tenders	07 July 2026
Tender Evaluation Period	07 July 2026 - 09 September 2026
Standstill Period	30 October 2026
Award of Contract	30 October 2026
Close Standstill Period	11 November 2026
Framework Launch Date	14 June 2027
Framework Go-Live	14 June 2027

Products in Scope

- Lot 1 - 3 Step process (Cleanser alcohol hand rub, Hand Wash, Hand hygiene kits & Moisturiser & Dispensers & Accessories – Full basket)
- Lot 2- Alcohol free hand sanitiser
- Lot 4 – Emollients & Hand care products
- Lot 5 - Antiseptic Hand Wipes
- Lot 6 - Universal dispensers & Accessories – Potential new business model to support in resilience.
- Lot 7 - Hand Hygiene Technology & Services – To improve & monitor Hand Hygiene standards & technique. (Hand Hygiene scanners and Plasco Hand Hygiene innovation designed to reduce the time for disinfection and preserves skin integrity.

Planned Changes & Savings Levers

- Possible introduction of Lot 6 and Lot 7. Lot 6 aims to provide support in resilience, providing we have interest from suppliers. Lot 7 will enable trusts to improve hand hygiene techniques and behaviours.
- Review of Lot 4 to rationalise the range and review the current product specifications to consider improvements for patient care / needs.
- Possible bulk buys to provide saving opportunities.
- Any innovation that will offer value-based procurement.
- Potential product range rationale that will enable to increase demand for better pricing.

Framework Renewal – Gloves

Stage	Time(s) & Date(s)
Tender Published	24 December 2025
Deadline for Submission of Tenders	23 December 2025
Tender Evaluation Period	23 February 2026 – 19 June 2026
Standstill Period	Open – 14 August 2026
Award of Contract	14 August 2026
Standstill Period	Close – 26 August 2026
Framework Launch Date	27 April 2027
Framework Go-Live	27 April 2027

Products in Scope

- Lot 1 – Surgical Gloves
- Standard 6N Examination Gloves
- Specialist Examination Gloves

Planned Changes & Savings Levers

- Commercial strategy review for Surgical Gloves
- Range rationalisation and stocked award for standard 6N examination gloves (removing eDirect)
- Review of latex and vinyl requirement in the NHS

Framework Renewal – Single Use PPE

Products in Scope – Framework 1

- Type IIR Facemasks.
- Non-Sterile Gowns
- Eye Protection
- FFP3 Facemasks
- PAPR

Products in Scope – Framework 2

- Sterile Surgical Gowns
- Patient and Equipment Drapes
- Theatre Caps
- Theatre accessories (i.e. coveralls, scrub suits, overshoes)

Planned Changes and Savings Levers – Framework 1

- Transparent Facemasks
- PAPR – Powered Hoods
- Re-appraise market for FFP3 and Isolation Gowns
- Route Rationalisation
- One price for the NHS
- Introduction of PAPRs

Planned Changes and Savings Levers – Framework 2

- Supplier rationalisation and split award for theatre caps
- KPIs for quality and service performance
- Modern Slavery / Labour Audits
- Rationalisation of Suppliers – Gown eAuction

Questions?

Minimally Invasive Surgery

Lisa Fletcher

Minimally Invasive Surgery (MIS) Team

- Rachel Howard – Category Manager - Southeast and Southwest
- Annabel Brookes – Category Manager - Cheshire and Merseyside, Northeast and Yorkshire
- Seb Spencer – Category Buyer - Greater Manchester, Lancashire & London
- Lisa Wood – Category Buyer – Midlands and East
- Josh Read – Graduate Buyer
- Paul Reynolds – Procurement Assistant
- Regan Traynor – Procurement Assistant
- Ellie Bevan Davies – Clinical Engagement and Implementation Manager



Minimally Invasive Surgery Current Framework (MIS2)

- Lot Structure
 - Lot 1 - Clips and Appliers
 - Lot 2 - Energy Devices
 - Lot 3 - Stapling
 - Lot 4 - Laparoscopic Instruments
 - Lot 5 - Trocars
 - Lot 6 - Abnormal Uterine Bleeding
- Market Share Banding Structure
- Complexity
- Barriers to rationalisation
- Current supplier disruptions



Minimally Invasive Surgery Update

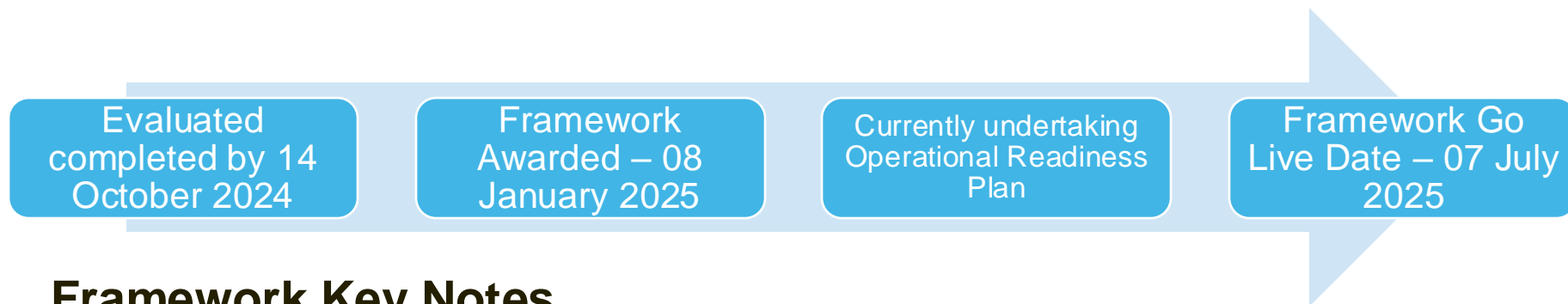
- MIS3 Tender Update
 - MIS2 vs MIS3
 - Issues with first publication
 - Tender closes 22 April 2025
 - Internal Process and Impacts on BAU
 - Go Live 09 March 2026
 - Next Steps



Surgical Mesh, Wound Closure & Surgical Instruments Customer Updates

Category Lead – Andrew Mitchell

Category Manager – Mohammad Khan



Framework Key Notes

Framework lots have changed to include:

- Lot 1 Synthetic Mesh
- Lot 2 Biologic Mesh
- Lot 3 Specialist Mesh
- Lot 4 Fixation Devices

Sales Levers:

- National Pricing Matrices (NPM's)
- Switching
- Value Based Procurement (VBP)

Main Suppliers

- Medtronic
- Johnson & Johnson
- Tela Bio
- Raise Healthcare

Clinically driven market:

- Before any switching need to ensure clinical staff are engaged from the trust.

Category Manager – Adrian Foster



Framework Key Notes

Framework has changed from 5 lots to encompass all in one lot

Sales Levers:

- National Pricing Matrices (NPM's)
- Switching

Main Suppliers:

- Johnson & Johnson
- Medtronic
- Healthium
- Assut

Clinically driven market:

Before any switching need to ensure clinical staff are engaged from the trust.

Category Manager – David Ayrton

Undergoing a review – update to follow

Value Based Opportunities:

- Ovitex - Delivering improved patient outcomes and reduction in costs through the adoption of the reinforced mesh, replacing traditional meshes for complex abdominal wall reconstruction surgeries.

Value Based Opportunities – Progressing

- Tacks Vs Glues - By using surgical fixation glues in such procedures, it has enabled patients to be treated as day case rather than inpatients with an overnight stay, even where there are challenging patient complications.

Get involved in improving our frameworks!

When a framework approaches its renewal or extension stage, we proactively engage with customers to gather feedback to ascertain how the framework is performing, explore opportunities, discuss challenges, and ensure it best fits the NHS' requirements.

Framework	Scope	Roles required	Date of meeting
Extension Sets / IV Accessories Frameworks	To provide an overview of the framework, gather your experiences, understand any challenges, discuss areas for improvement and opportunities.	<ul style="list-style-type: none">• Clinical Procurement Specialists• Category Managers• Clinical Trainers	June 2025
Electrodes		<ul style="list-style-type: none">• Clinical Procurement Specialists• Category Managers• Cardiology Leads• A&E Leads	June 2025

Customer Voice in Category Strategy Programme: <https://www.supplychain.nhs.uk/teams/voice-of-the-customer-team/customer-voice-in-category-strategy/>

Any other business?

Next session: 5 June 2025 12:00 – 1:00pm

Contact: VoiceoftheCustomer@supplychain.nhs.uk

Slides will be uploaded to the Voice of the Customer webpage:
<https://www.supplychain.nhs.uk/teams/voice-of-the-customer-team/medical-and-surgical-consumables-panel/>

Introduction to Panel

- **Overview:** A Medical and Surgical Consumables forum to engage with a diverse group of customers to gain insight, provide assurance, and sense check our approaches.
- **Frequency and duration:** Monthly, lasting for one hour.
- **Facilitated by:** Voice of the Customer team (Freddy and Jenny)
- **Contributed to by:** Category teams
- **Example agenda items:**
 - ✓ **Category strategy:** at a high level, input into frameworks to ensure that they meet your trusts/ICS' requirements. This engagement will complement the customer sessions we're already hosting.
 - ✓ **Early informs:** to provide early sight of information to emerging supply issues
 - ✓ **Price amendments / increases:** be informed of upcoming price increases and understand how this price increase impacts you. This supports supplier conversations and mitigations.
 - ✓ **General category updates:** (i.e. PPE demand, prevalence of diseases, any key informs)
 - ✓ **Customer insights:** requesting customers for feedback and insights on anything (in meeting polls)
 - ✓ **Pre contract launch engagement:** as has been done with airways and procedure packs, allowing for a customer sense check
 - ✓ **Value based procurement**