

Medical and Surgical Consumables Customer Panel

February 2025

	Agenda item	Presenter
1	Introduction to the Panel	Freddy Sadeghi
2	GOJO Transition Update	
3	Framework Feedback Customer Sessions	
4	<p>PPE Update</p> <ul style="list-style-type: none">• Review of PPE Demand• Type IIR Framework Extension• FPP3 Blended Pricing• Examination Gloves Stock Position	Emily O'Hare and Adrian Papprill
5	Any Other Business (AOB)	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 requirements of the NHS.
- Frequency: every two months, first Thursday of the month, between 12pm and 1pm.
- Meeting code of conduct.

For further information, please view the Terms of Reference.



GOJO Hand Hygiene Update

- Nationally, most trusts have completed or are currently having their installations to transition away from GOJO products.
- Demand management has been / will imminently be removed from all remaining GOJO stock.
- We continue to meet with the suppliers each week to ensure installations are being progressed and to support on any issues.
- **GOJO returns**
 - Per the December webinar and ICN, the deadline for GOJO returns was January 2025.
 - Should you have GOJO stock you are wanting to return post-January, we will review this on a case-by-case basis
(hand.hygiene@supplychain.nhs.uk)
- Product Update GOJO Industries Hand Hygiene:
<https://www.supplychain.nhs.uk/hand-hygiene>



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
Polymer Products	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 SpecialistsCategory ManagersWaste Managers	20 February 2025
Hand Hygiene		<ul style="list-style-type: none">IPC LeadsClinical Procurement SpecialistsCategory Managers	Early March

Customer Voice in Category Strategy Programme: <https://www.supplychain.nhs.uk/cvcs>

PPE Update

- Type IIR and FFP3 Demand
- Type IIR Framework Extension
- FFP3 Blended Pricing
- Examination Gloves Stock Position

Emily O'Hare, Category Lead - PPE
Adrian Papprill, Category Planner

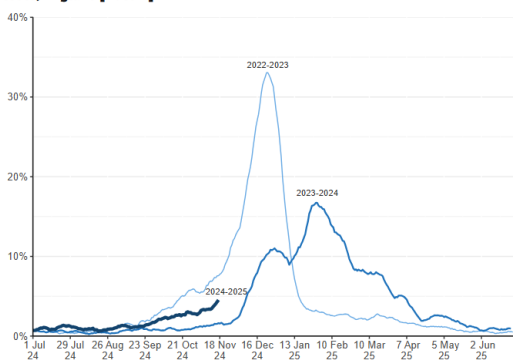
Review of PPE Demand: Winter 2024 / 2025

6 February 2025

Adrian Pappill

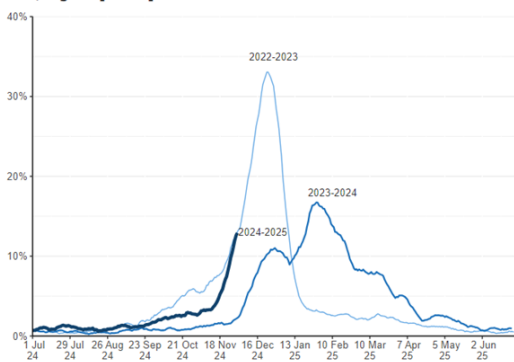
21 November 2025

Figure 4. Percentage of tests positive for influenza among all reported influenza tests, England [note 4]



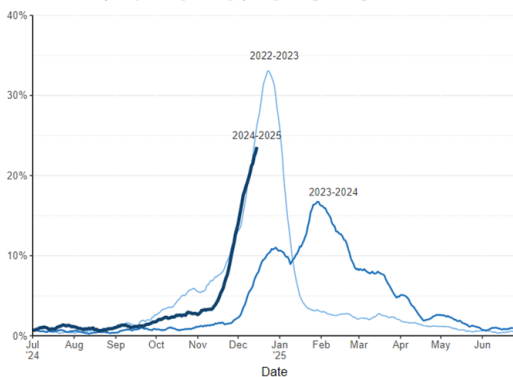
5 December 2025

Figure 4. Percentage of tests positive for influenza among all reported influenza tests, England [note 4]



19 December 2025

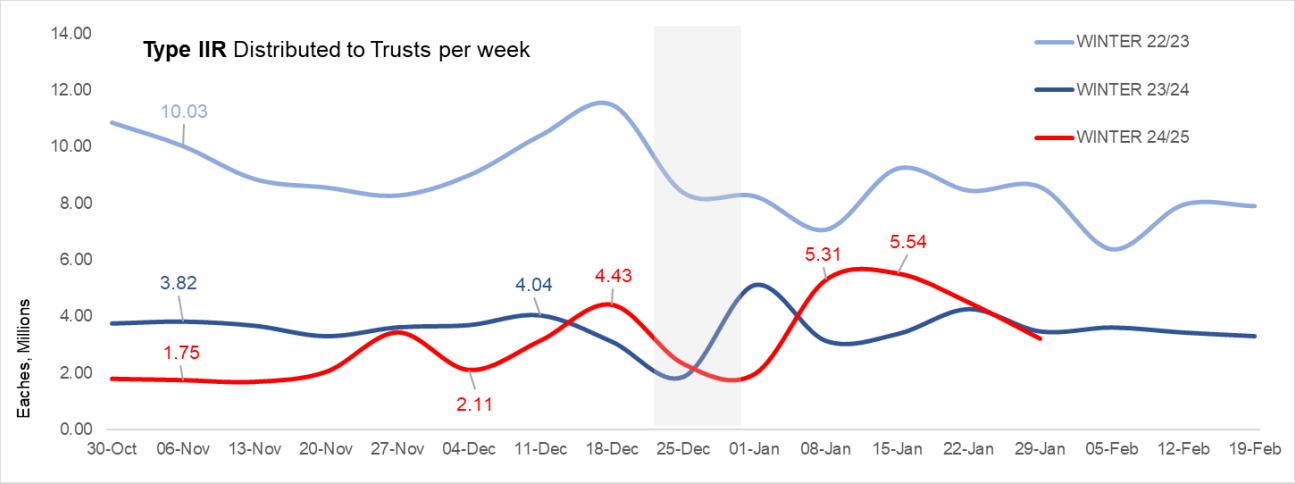
Figure 4. Daily percentage of tests positive for influenza among all reported influenza tests (7-day rolling average), England [note 4]



The 2024 / 2025 influenza wave was significant vs previous years and spread swiftly, putting a strain on NHS resources. Several trusts reverted to pandemic-era practices to protect staff and patients.

As the wave spread, so did demand for PPE, and NHS Supply Chain took non-standard measures to respond and support trusts.

Demand vs Previous Years



Winter Period (November – January)	Type IIR Masks (millions)
2020 / 2021	159.7
2021 / 2022	180.4
2022 / 2023	127.6
2023 / 2024	50.3
2024 / 2025	43.3

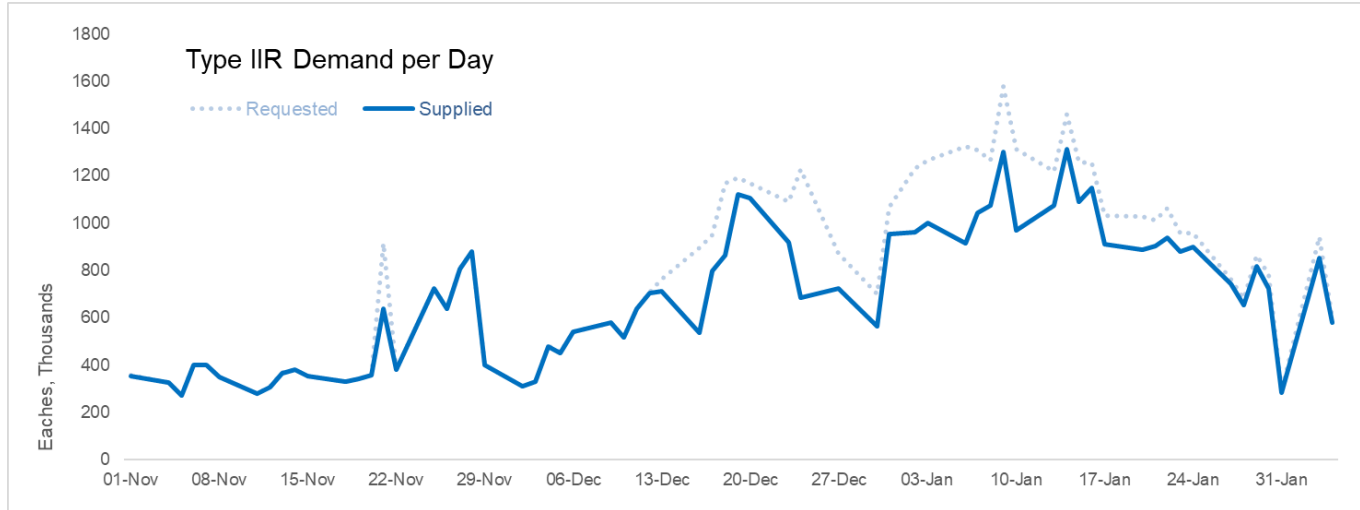
Demand for Type IIR masks has dropped significantly post COVID.

During November 2023 we were using ~4 million masks per week. This had reduced below 2 million masks per week by November 2024.

Whilst overall usage was comparable to previous winter, the ‘flu positivity rates were comparable to winter 2022 / 2023.

The concern was that order volumes could rise to match those levels: ~8 million per week.

Demand: Type IIR masks



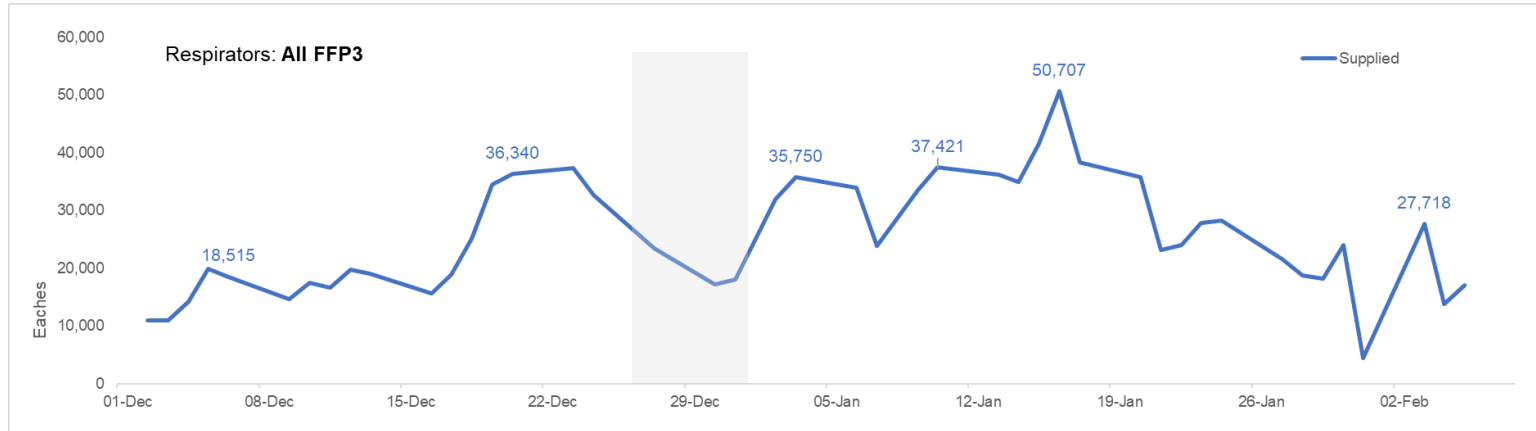
We saw some isolated spikes in November as trusts placed large orders, having burned through stockpiles created during 'Free PPE'.

The influenza wave spread swiftly during December, and it became difficult to differentiate 'flu demand from festive stock build demand.

The prudent response was to step out of BAU processes:

Daily calls were initiated Tuesday 17 December and additional stock was purchased from framework suppliers.

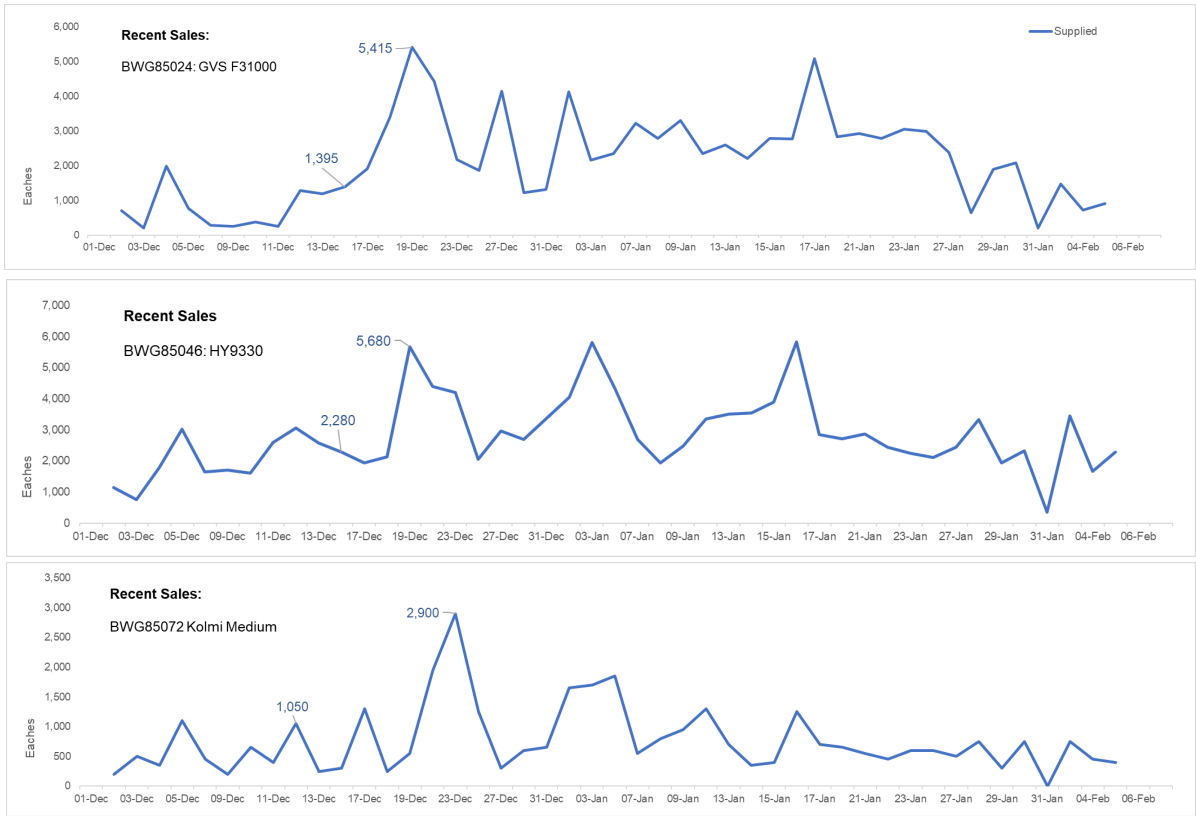
Demand: FFP3 Respirators



Demand was relatively stable during October and November: ~ 70,000 respirators per week (14,000 per day). This was a step up from the ~ 45,000 per week seen through summer and into September.

Real uplift in demand was Thursday 19 December, when 34,524 x FFP3 were ordered. (Same date as Type IIR uplift). Again, we were attempting to differentiate exceptional 'flu demand from standard festive stock build demand. Additional stock was purchased from framework suppliers to ensure continued availability of product across the portfolio.

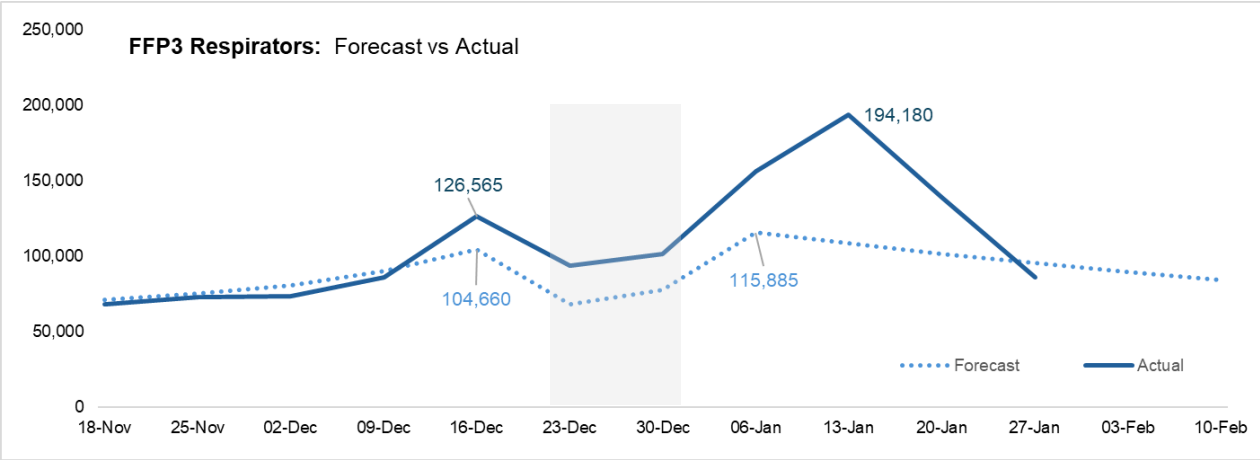
Demand: Peak Week



Aside from 3M, we also saw daily demand treble, across a range of respirators during the week commencing 16 December.

Whilst we knew there was an element of pre-festive stock build, we felt it prudent to secure additional supplies.

Demand: FFP3 Respirators



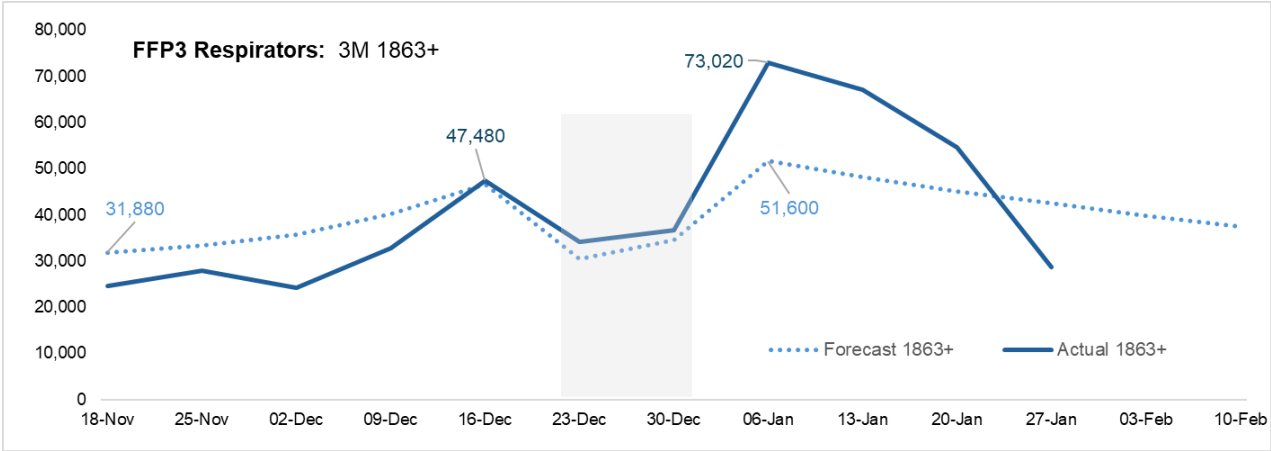
Total Forecast:* 1.0 million
Actual to date: 1.2 million

Prev Year: * 1.5 million

* Same 11-week period 18 November to 27 January.

Demand was close to forecast until the week commencing 16 December, when it started to diverge. The peak we saw week commencing 13 January was substantially above forecast.

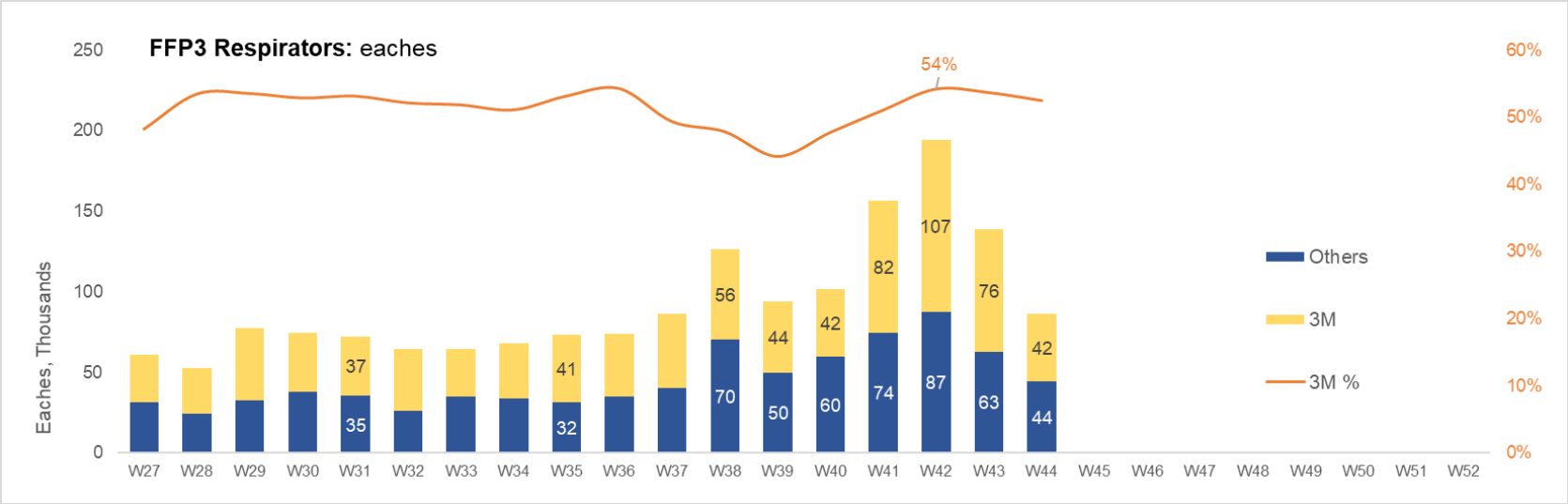
We had by then procured additional stock from framework suppliers to ensure continued availability of products across the portfolio.



Demand for the key 3M respirator, 1863+ was in line or below forecast until week commencing 6 January, when we saw a sizeable uplift.

It has since returned to below forecast as the impact of the ‘flu wave has passed its peak.

We forecast 440,260 of the 1863+ respirators would be ordered: thus far we have used 451,380.



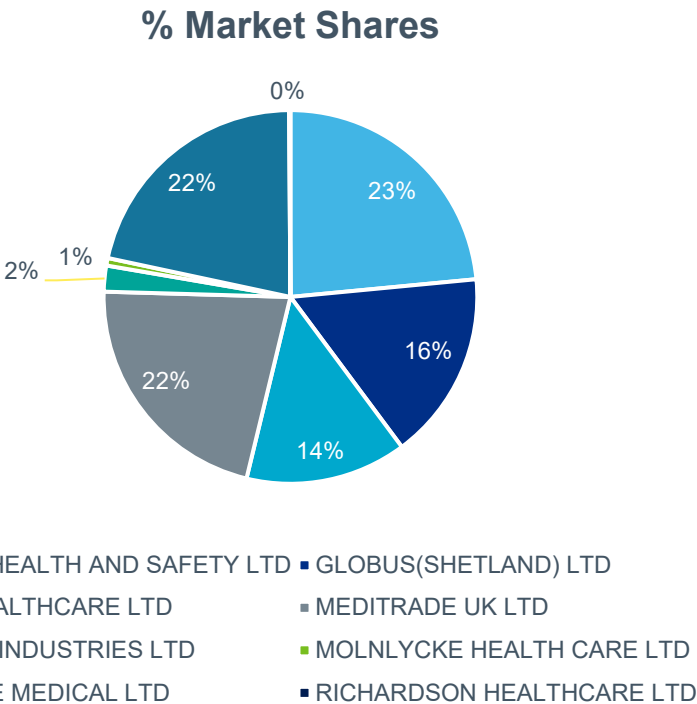
We remain heavily reliant upon 3M for respirators (51% of demand).

Please do assist with resilience by ensuring staff are fit-tested to multiple masks.

Type IIR Masks Framework Extension

User Feedback

Current Position	
Framework title	Non-Sterile Single Use Fluid-Resistant Surgical Facemasks (Type IIR)
Framework expiry date	Initial Term: 4 September 2025 Proposed Extended Term: 3 September 2027
Value levers	Regionally split award
Challenges	Seasonality High-risk portfolio for modern slavery and labour standards
Routes	98% Stocked 2% eDirect



Our Goal of Ascertaining User Feedback

Goal: To better understand customer priorities regarding the supply of Type IIR Facemasks - including your preferences, challenges and how we can better support you, during the proposed extension period.

Icebreaker Question:

Using the chat function, can you please write the first thing that comes to mind when you think of Type IIR facemasks?



Product Attributes

- What factors are most important to you when selecting a face mask (cost, non-ferrous v ferrous metal nose strip, anti-fog, transparency)?

Stock Management

- How do you plan your stock levels internally? Is this JIC or JIT, for example? Do you still have free push-stock? And does this change to allow for seasonal variances?
- How important is having an eDirect route?

Seasonality

- When do you start seasonal planning and does your trust have specific plans for different scenarios which are enacted when certain triggers are met?
- Was there anything we can do better to support in the planning for seasonal changes?

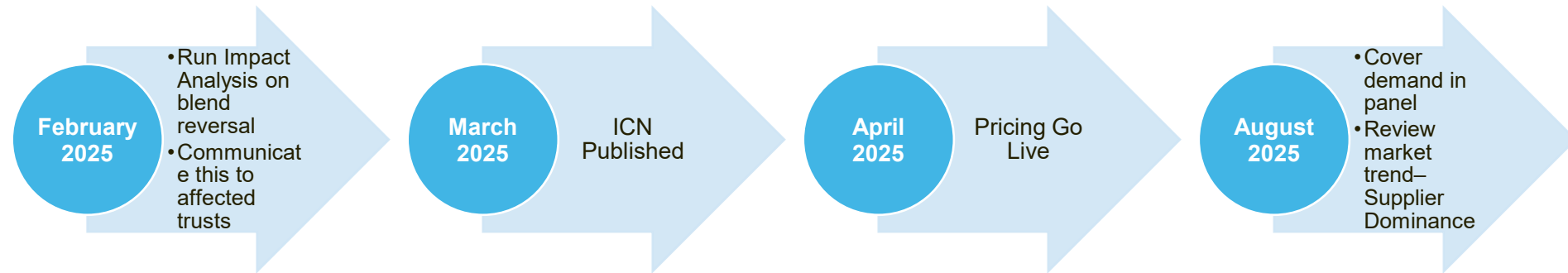
Support Requirements

- What is one thing we could do to better support you regarding your priorities with procuring single use type IIR facemasks?

FFP3 Blended Pricing

FFP3 Blended Pricing - Reversal

- Following repatriation of push stock model, FFP3 masks (valved and unvalved) stock was blended whilst market reverted to Business As Usual (BAU) and to support resilience principles of NHS England (NHSE).
- Following customer feedback regarding pricing, we are looking to reverse out the blend.



Examination Gloves Stock Position

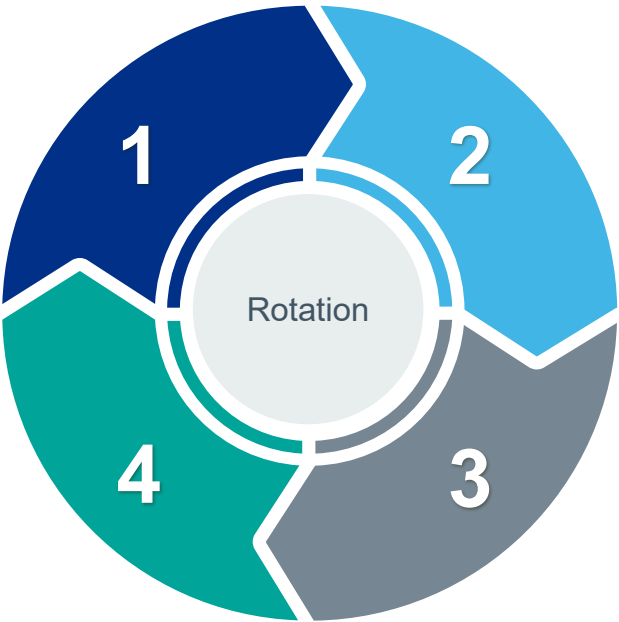
1 Transferred Stock

577 million products from the stockpile are transferred to NHS Supply Chain RDCs for immediate use.

Current stockpile is 99.5% GN90 with some NX435.

4 Replenish Stockpile

NHS Supply Chain are placing new orders for GN91, which are currently replenishing the pan prep stockpile volumes (i.e. 577 million).



2 Customer Orders

Customers order from their existing stocked codes/product families available (i.e. GN91 / GN90 / HAIKA / NX435).

3 Transition to Alts

Once the customers current stock codes run out of stock, customers are required to move to the **direct alternative** available from the stock profile. These are set up on the system.

For assurance, we can supply national demand but customers must move across to the next direct code to support rotation.

Stocked Codes

NPC	BaseDescription	SecondaryDescription	Supplier	Brand	MPC	UOI	Units
FTE1162	Examination Gloves Nitrile Non Sterile Powder Free Singles	Extra Small	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn91	Box	200
FTE1163	Examination Gloves Nitrile Non Sterile Powder Free Singles	small	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn91/s	Box	200
FTE1164	Examination Gloves Nitrile Non Sterile Powder Free Singles	Medium Blue	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn91/m	Box	200
FTE1165	Examination Gloves Nitrile Non Sterile Powder Free Singles	Large	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn91/l	Box	200
FTE1166	Examination Gloves Nitrile Non Sterile Powder Free Singles	Extra large	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn91/xl	Box	200
FTE1744	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size extra small	POLYCO HEALTHLINE LIMITED	Nitrex Extra Sensitive	GN01E	Box	200
FTE1748	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size extra large	POLYCO HEALTHLINE LIMITED	Nitrex Extra Sensitive	GN01X	Box	200
FTE3438	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size extra large - 6 newton	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	Gn90/xl	Box	200
FTE85014	Examination Gloves Nitrile Non Sterile Powder Free Singles	Beaded Cuff Medium	GLOBUS(SHETLAND) LTD	Haika	HAK5202	Box	200
FTE85017	Examination Gloves Nitrile Non Sterile Powder Free Singles	Beaded Cuff Extra Small	GLOBUS(SHETLAND) LTD	Haika	HAK5200	Box	200
FTE86083	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size small - 6 newton	POLYCO HEALTHLINE LIMITED	Newton/ Handsaf	GN90/S	Box	200
FTE86084	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size medium - 6 newton	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	GN90/M	Box	200
FTE86085	Examination Gloves Nitrile Non Sterile Powder Free Singles	Size large - 6 newton	POLYCO HEALTHLINE LIMITED	Newton/Handsaf	GN90/L	Box	200
FTE86154	Examination Gloves Nitrile Non Sterile Powder Free Singles	Beaded Cuff Extra Large	GLOBUS(SHETLAND) LTD	Haika	HAK5204	Box	200
FTG926	Examination Gloves Nitrile Powder Free Non Sterile 6N Singles	Small	GLOBUS(SHETLAND) LTD	Haika NX435	HAK4351	Box	200
FTG928	Examination Gloves Nitrile Powder Free Non Sterile 6N Singles	Medium	GLOBUS(SHETLAND) LTD	Haika NX435	HAK4352	Box	200
FTG929	Examination Gloves Nitrile Powder Free Non Sterile 6N Singles	Large	GLOBUS(SHETLAND) LTD	Haika NX435	HAK4353	Box	200
FTG933	Examination Gloves Nitrile Powder Free Non Sterile 6N Singles	Large Blue	POLYCO HEALTHLINE LIMITED	Nitrile - Medicare	M-EB201L	Box	200

Any other business?

Next session: 3 April 2025 12pm to 1pm

Contact: VoiceoftheCustomer@supplychain.nhs.uk

Slides will be uploaded to the VoC webpage:

<https://www.supplychain.nhs.uk/msc-panel>