

# Nationally Contracted Products (NCP)

## procurement notification:

### Adult ECG Electrodes (renewal)

NCP procurement activity achieves  
5% (£135,000)\* national savings opportunity



## Summary

The procurement exercise undertaken was for Adult ECG Electrodes, with the aim to mitigate any cost pressures as a result of previous NCP expiring on the 2 June 2021, on the Electrodes Ultrasound Gels Defibrillation and Related Consumables 2020 framework renewal.

Ambulance Service volumes were excluded and Ambulance Trusts should continue to order their products as before.

This NCP is dual supplied but segmented by depot split: 12 products, with each line having a 70:30 supply split. The first winning supplier (70% of volume) will be in selected depots and the 2nd winning supplier (30%) will be in the remaining depots. This may require a change from the Adult ECG Electrode(s) previously procured on the prior NCP.

Category Framework	NHS Supply Chain: Ward Consumables Electrodes Ultrasound Gels Defibrillation and Related Consumables 2020
Sub Category	▶ Adult ECG Electrodes
Winning supplier(s)	▶ Nissha Medical Technologies Ltd ▶ Ambu UK Ltd ▶ Fannin <small>(Details of split by depot will be provided in the FAQ document w/c 22 April.)</small>
National savings opportunity	5% (£135,000)*
Date trusts will receive Trust Impact Statement - highlighting the local savings opportunity	Week commencing 22 April 2021
Start date	3 June 2021
Length of commitment	32 months (with an option to extend for a further 12 months)
Catalogue codes to be delisted	1 NPC
Is the product currently in use within the NHS?	19 of the 24 NPC's are currently available in the NHS
NHS Supply Chain current market share	85%
Estimated expected growth in the market share?	Anticipated growth will be 5%

## NCP Supplier Impact

- ▶ Nissha Medical Technologies Ltd, Ambu UK Ltd and Fannin are the successfully awarded suppliers for this NCP (see above detail).
- ▶ There were no unsuccessful supplier(s) to be removed (delisted) from the online catalogue: All incumbent suppliers awarded to NCP renewal.

## Next Steps

- ▶ Trust Impact Statements will be available by week commencing 22 April 2021.
- ▶ An ICN containing the full list of NPCs impacted by this change and list of the new NPC's will be available by week commencing 22 April 2021.
- ▶ For further information on the NCP programme please contact the Operational Productivity team at NHS Improvement on [nhsi.procprogramme@nhs.net](mailto:nhsi.procprogramme@nhs.net).

\* Anticipated annualised savings figures are calculated following conclusion of the award process and are based on national Core Banded pricing using the last 6 months volumes. The impact of margin removal due to the Central Funding model has not been taken into account. Please note these are subject to change after Trust Impact Statements are produced due to further pricing reconciliation. For further details please contact NHS Supply Chain.