

Nationally Contracted Products (NCP)

procurement notification:

NCP Non-Silicone Foam Dressings

Procurement activity achieves 8% (£342,000)* national savings opportunity for existing customers on Smith and Nephew with further savings available when switching to new suppliers



Summary

This NCP procurement exercise was undertaken for Non-Silicone Foam Dressings.

The aim was to rationalise the number of suppliers and products, create savings through consolidating volume, and to aggregate national demand to provide a sustainable competitive price for the NHS.

Six suppliers have been awarded to reduce risk and ensure continuity of supply.

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| Category Framework | NHS Supply Chain: Infection Control and Wound Care Advanced Wound Care |
| Sub Category | <ul style="list-style-type: none"> ▶ Lot 2a: Foam Dressing Adhesive ▶ Lot 2b: Foam Dressing Non Bordered |
| Winning supplier(s) | <ul style="list-style-type: none"> ▶ Bunzl Retail & Healthcare Supplies Ltd ▶ Convalon Technologies (Europe) Limited ▶ H&R Healthcare ▶ Joint Operations ▶ Richardson Healthcare Ltd ▶ Smith & Nephew |
| National savings opportunity | <p>8% (£340,000)* for existing customers - Smith & Nephew.</p> <p>Switching saving Between 35% - 48% (£526,000 - £710,000)* by switching from the delisted suppliers (3M and AMS) to other awarded suppliers.</p> |
| Date trusts will receive Trust Impact Statement - highlighting the local savings opportunity | 16 September 2021 |
| Start date | 1 November 2021 |
| Length of commitment | 24 months |
| Catalogue codes to be delisted | 15 NPC codes will be delisted. |
| Is the product currently in use within the NHS? | Yes |
| NHS Supply Chain current market share | 85% in the Acute sector and 15% in the Community sector. |
| Estimated expected growth in the market share? | The market share is expected to decline in this product areas due to the declining use of Non-Silicone Foam Dressings. |

NCP Supplier Impact

Six suppliers have been successfully awarded for this NCP:

- ▶ Bunzl Retail & Healthcare Supplies Ltd.
- ▶ Covalon Technologies (Europe) Limited
- ▶ H&R Healthcare Ltd
- ▶ Joint Operations
- ▶ Richardson Healthcare Ltd
- ▶ Smith & Nephew

Products of the following unsuccessful supplier(s) will be removed (delisted) from the online catalogue for a minimum period of 12 months:

- ▶ 3M United Kingdom PLC
- ▶ Advanced Medical Solutions.

Next Steps

- ▶ Trust Impact Statements will be available by week commencing 16 September 2021.
- ▶ An ICN containing the full list of NPCs impacted by this change and list of the new NPCs will be available shortly.
- ▶ For further information on the NCP programme please contact the Operational Productivity team at NHS Improvement on 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.