

# Nationally Contracted Products (NCP) procurement outcome:

## Single Use Blood Lancets

NCP procurement activity achieves 40% (£626,000)\* national savings opportunity



### Summary

This NCP procurement exercise was undertaken for Single Use Blood Lancets.

Lancets were an area highlighted to where a range optimisation could take place relatively easily due to the similarities of the products. This category had multiple duplications, different brands, and different pricing. The aim was to review the range, focus on the key areas, such as finger lancets (21,23,28g) and heel lancets (Newborn and Premature) and look to see variation of products could be simplified, savings could be provided, whilst still offering customer choice.

Category Framework	Blood Collection Systems and Blood Lancets
Sub Category	<ul style="list-style-type: none"> <li>▶ Single Use Blood Lancets (x2)</li> <li>▶ Finger - 21,23,28g only</li> <li>▶ Heel - Newborn and Premature only</li> </ul>
Winning supplier(s)	<ul style="list-style-type: none"> <li>▶ Becton Dickinson UK Ltd</li> <li>▶ Cambridge Sensors Ltd</li> <li>▶ GBUK Enteral</li> <li>▶ GS Medical Healthcare</li> <li>▶ Henry Schein Medical</li> <li>▶ Owen Mumford Limited</li> </ul>
National savings opportunity	40% (£626,000)*
Date trusts will receive Trust Impact Statement - highlighting the local savings opportunity	Week commencing 25 January 2021
Start date	8 March 2021
Length of commitment	24 months
Catalogue codes to be delisted	Circa 62 NPC codes
Is the product currently in use within the NHS?	Some products are currently available, others are new to the market
NHS Supply Chain current market share	85%
Estimated expected growth in the market share?	Anticipated growth will be 5%

### NCP Supplier Impact

- ▶ Becton Dickinson UK Ltd, Cambridge Sensors Ltd, GBUK Enteral, GS Medical Healthcare, Henry Schein Medical, Owen Mumford Limited are the successfully awarded suppliers for Single Use Blood Lancets NCP (see above detail).
- ▶ Products of the following unsuccessful supplier(s) will be removed (delisted) from the online catalogue for a minimum period of 24 months: There are no delisted suppliers, as this is a new lot. There are, however, suppliers that did not tender as part of the framework, and the following suppliers listed below, have had some lines removed based on the criteria for this NCP:

Becton Dickinson UK Ltd, Central Medical Supplies Ltd (Cms), Greiner Bio-One Ltd, Henry Schein Medical, Medline Industries Ltd, Owen Mumford Limited, Prospect Diagnostics Ltd.

### Next Steps

Examples of the new products can be made available, for the purposes of viewing the product that will be available to order. Please note this is an 'example' not a 'sample' and therefore the product and specification has already been CaPA (Clinical and Product Assurance team, NHS Supply Chain) assured and clinically evaluated by internal and external evaluation teams and customer representatives from the NHS.

Because there are a variety of choices on this occasion you will be contacted by your Customer Relationship Manager (CRM) with a list of awarded products. Please contact your Clinical Nurse Advisor (CNA) outline which examples you require.

A Demand Capture template will also be sent to you for completion. Your CRM will be in contact with further details.

- ▶ Trust Impact Statements will be available by w/c 25 January 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 initiative 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.