

Nationally Contracted Products (NCP) procurement outcome:

NCP Desktop Stationery, Envelope, Laser Labels, Paper and Remanufactured Ink Cartridges procurement activity achieves 12% (£1 million)* national savings opportunity



Summary

The aim of this NCP is to mitigate recent cost pressures and to increase the number of products within the NCP range. We have done this by including additional paper products and remanufactured ink cartridges for the first time.

Supply chain resilience is essential and so all participating suppliers are required to provide assurance of their capability to fulfil national volume requirements. For example, all awarded suppliers agreed to hold a minimum of 8 weeks stock to improve resilience on all NCP lines.

Category Framework	NHS Supply Chain: Office Solutions Office Supplies
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Sub Category	<ul style="list-style-type: none"> ▶ Lot 1 - Paper: covers 19 core A3, A4, white and coloured copier paper products. (Please note, this does not include NCP Recycled Paper, this remains a separate agreement and is unaffected by this NCP) ▶ Lot 2 - Desktop Stationery: pens, pencils, marker pens, highlighters, books, notepads, binders, folders, filing and storage, multimedia, desktop accessories, whiteboards, noticeboards, and paper cups. ▶ Lot 3 - Envelopes sizes D, C4, C5, and C6. ▶ Lot 4 - Laser Labels. ▶ Lot 5 - Remanufactured Cartridges: covers a Core range of ink cartridges based on the fastest-selling OEM product.
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Winning supplier(s)	<ul style="list-style-type: none"> ▶ Lot 1 - Paper: Premier Paper Group Ltd ▶ Lot 2 - Stationery: Banner ▶ Lot 3 - Envelopes: Lyreco UK Ltd ▶ Lot 4 - Labels: Thomas Stoner Supplies LTD ▶ Lot 5 - Remanufactured Cartridges: Thomas Stoner Supplies Ltd.
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National Cost Pressure Mitigation	12% (£1 million)*
Date trusts will receive Trust Impact Statements	19 June 2023
Start date	1 August 2023
Length of commitment	12 months, with an option to extend for an additional 12 months
Catalogue codes to be delisted	There will be circa 280 national product codes delisted
Is the product currently in use in the NHS?	Yes
What is the current NHS Supply Chain market share?	45%
What is the expected growth in market share?	Anticipated growth will be 1% (to 46%)

NCP Supplier Impact

- ▶ Banner, Lyreco UK Ltd, Premier Paper Group Ltd, and Thomas Stoner Supplies LTD are the successfully awarded suppliers for this NCP (see above detail). All awarded suppliers agreed to hold a minimum of 8 weeks stock to improve resilience on all NCP lines.
- ▶ No supplier will have all their current products removed, only the ones that are in direct competition to the lines included within the NCP.
 - ▶ Bates Office Services Ltd
 - ▶ Blake Office Supplies Ltd
 - ▶ Complete Business Solutions Group Ltd.
 - ▶ Lyreco UK Ltd
 - ▶ UK Laser Supplies Ltd
 - ▶ XMA Ltd.

Next Steps

- ▶ Trust Impact Statements will be available by 19 June 2023.
- ▶ An ICN containing the full list of NPCs impacted by this change and list of the new NPCs will be available shortly.

* 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.