

Nationally Contracted Products (NCP) procurement outcome:

Three Panel Knee Immobilisers

NCP procurement activity achieves
27% (£138,000)* national savings opportunity



Summary

This NCP procurement exercise was undertaken for Three Panel Knee Immobilisers.

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.

This has been achieved by awarding to two suppliers (including the market leader) and rationalising down to nine product lines.

Category	NHS Supply Chain: Rehabilitation, Disabled Services, Women's Health and Associated Consumables
Framework	Orthotic Services and Associated Consumables
Sub Category	Three Panel Knee Immobilisers
Winning suppliers	<ul style="list-style-type: none"> ▶ Promedics Orthopaedic Limited (80% volume) ▶ Thuasne UK (20% volume)
National savings opportunity	27% (£138,000)*
Date trusts will receive Trust Impact Statement - highlighting the local savings opportunity	Trust Impact Statements are expected week commencing 4 January 2021
Start date	22 February 2021
Length of commitment	12 months with the option to extend for a further 12 months
Catalogue codes to be delisted	117 NPC codes will be delisted
Is the product currently in use within the NHS?	Yes
NHS Supply Chain current market share	59%
Estimated expected growth in the market share?	Anticipated growth will be 41% (to 100%)

NCP Supplier Impact

- ▶ Promedics Orthopaedic Limited and Thuasne UK are the successfully awarded suppliers for this NCP (see above detail).
- ▶ Products of the following unsuccessful suppliers will be removed (delisted) from the online catalogue for a minimum period of 12 months:
 - Beagle Orthopaedic Ltd
 - Benecare
 - BSN Medical Ltd
 - Chaneco
 - Crest Medical Ltd
 - Kare Ltd
 - Medi UK
 - Ossur UK Ltd
 - Performance Health
 - Talarmade Ltd.

Next Steps

- ▶ Trust Impact Statements will be available by week commencing 4 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.

* 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.