

Negative Pressure Wound Therapy

Set Purchase Plans and Rental
Agreements Overview

Negative Pressure Wound Therapy Framework

Introduction

This framework can support individual trusts and collaborations to purchase or access pumps via free on loan and set purchase plans or rental agreements.

During the past four years we have seen significant growth in the number of trusts utilising the framework and who have generated savings on consumables spend in this area. As of February 2025, 236 trusts are purchasing products via the framework and 48 have Set Purchase Plans.

Existing and new customers

All customers are reminded of key considerations related to all existing and new set purchase plans or pump rental agreements, to ensure there are no unforeseen costs at the end of agreements.

Set purchase plans - key considerations

A Set Purchase Plan for the provision of Negative Pressure Pumps is 'free on loan' and can cover both large and portable devices without the normal upfront costs, however this means.

- Pumps remain the property of the supplier throughout the lifetime of the plan and will be 'on loan' to the trust.
- An annual value commitment is defined in the Set Purchase Plan, as agreed between the trust and the supplier for a defined period.
- Trust and supplier work together directly to agree a plan appropriate for them.
- Lost pumps are the responsibility of the trust, and suppliers must be repaid for any lost equipment using a depreciation methodology defined in the terms.

Pump rental agreements - key considerations

An alternative to buying pumps (or Set Purchase plans) is Pump Rental Agreements. All Rental Agreements will be determined between the trust and the supplier for a set period. The trust and supplier will work together to ensure that the plan agreed is appropriate for them.

We have the option to offer various types of rentals including:

- **Ad hoc daily rental** – when a supplier will provide the customer with an option to pay a fixed day rate for use of a device during a patient treatment episode.
- **Long term rental** - charged each day the pump is in the hospital (must be over 3+ months).
- **Fixed monthly / annual rental** - is a fixed monthly payment option which is calculated based on the number of devices required by the customer and duration of the customer's commitment to rent devices.
- **Fixed rental - per patient episode** - a supplier will provide the customer with an option to pay a fixed payment for use of a device during a single patient treatment episode. Customer may request the number of devices required from time to time.

Lost pumps

Should a trust lose any pumps, the below depreciation methodology will be triggered and considers the age of the pumps to calculate the value to be repaid by a trust:

- Under 12 months, requires 100% of pump value to be repaid
- Over 12 months and less than 24 months, 80% of pump value
- Over 24 months and less than 36 months, 60% of pump value
- Over 36 months and less than 48 months, 40% of pump value
- Over 48 months, 20% of pump value.

As an example, if a pump priced £1,000 is lost after 24 months, the trust is required to pay £600 to the supplier for the lost pump.

For further details of suppliers offering Set Purchase Plans and Rental Agreements, please refer to the Downloads (NPWT-Set Purchase and Rental Plans-10-February-2025).

Next steps

Should a Set Purchase Plan or Rental Agreement be of interest to you as a trust (or collaboration) please contact your ICS Manager in the first instance.

If you would like further details or to discuss this directly with a supplier prior to proceeding, please find below contact details:

Supplier: **KCI Medical Ltd.**

Key Contact Name: Linda Rogers

Email Address: msd-contracts-management@solventum.com

Contact Number: 0800 980 8880

Emergency contact support (if applicable): 0800 980 8880 free phone 24/365

Supplier: **Smith+Nephew**

Key Contact Name: Jayne Findlay

Email Address: UK.tenders@smith-nephew.com

Contact Number: 07583 058 195

Emergency contact support (if applicable): 0800 915 5394

Supplier: **Talley Group**

Key Contact Name: Hazel Knights

Email Address: tenders@talleygroup.com

Contact Number: 01794 503 511

Emergency contact support (if applicable): Customer Services, 01794 503 500
customerservices@talleygroup.com

For any other questions, please contact:

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