

Stages of Clinically Engaged Product Market Assessment

Market Assessment Stages	Projects managed by the regional Clinical Engagement and Implementation Manager (CEIM)
1	Request from trust to conduct work on market assessment
2	Data requested / data utilised from Spend Efficiency Report (SER)
3	Data finalised – true representation of current practice
4	Clinical engagement commenced
5	Templating – creating a customised and detailed template which represents line level data into meaningful procedures
6	Review templates with clinical lead – future practice aspirations represented
7	Supplier alternatives initiated
8	Supplier engagement
9	Scenarios assessment – with or without supplier days/workshops/clinical trials
10	Decision with trust for internal review
11	Trust decision meeting with suppliers – contract award
12	Implementing agreement with incoming and outgoing suppliers as relevant – Category Managers (CMs) to oversee contract documentation and catalogues