

Nationally Contracted Products FAQ

Ultrasound Gel



Q

What is the aim of the Nationally Contracted Products (NCP) programme and how are the products chosen?

A

The aim of this NCP exercise was to identify unwarranted variation in the Ultrasound Gel product range. Suppliers were invited to tender via an eAuction in order to deliver standardisation and efficiencies.

Q

What customer consultation took place during this procurement exercise?

A

The Ultrasound Gel procurement strategy was developed with NHS trust input from the Trusted Customer, Birmingham Women's Hospital.

Q

Which products have been included in this NCP exercise?

A

- Ultrasound Gel – 20-25ml Non-Sterile Sachet
- Ultrasound Gel – 20ml Sterile Sachet
- Ultrasound Gel – 250-260ml Bottle
- Ultrasound Gel – 5L Container

Q

Which suppliers were successful?

A

The following three suppliers were successful in this NCP exercise:

- Fannin UK Ltd – 250ml Bottle and 5L Container
- IMS Euro – 20ml Non-Sterile Sachet
- Optimum Medical Solutions - 20ml Sterile Sachet

Q

Will you still have stock of current products available when the Ultrasound Gel NCP is launched on 25 June 2018?

A

Existing products will be available until 24 June 2018 at which point you will only be able to order the NCP products.

Q
Are any suppliers being delisted?

A
Yes, 13 suppliers are being delisted and their products will be removed (delisted) from the online catalogue for a period of 12 months.

Q
Are the NPC codes changing?

A

- There will be a new NPC code for Non Sterile Ultrasound Clear Gel 20ml Sachet - FDK1061.
- The other three NPC codes will remain the same.
- 75 NPC codes will be delisted.

Q
Do I need to make any system changes to update standing orders and favourite lists?

A
A global update to standing orders, favourite lists and eDirect requirements will be completed centrally prior to launch to remove old products and replace them with the new agreed products. The differences in pack sizes between delisted and new products will be taken into account.

Q
Are samples available?

A
Yes samples are available through the usual route.

Q
What supply chain resilience can you guarantee if one of the suppliers has a supply issue?

A
The NCP procurement process includes a range of due diligence activities to ensure there is supply chain resilience and sustainable continuity of supply to NHS customers. Both NHS Supply Chain and the suppliers have increased stock holding and, in the event of any supply issue, direct alternatives will be supplied, at point of order, at no extra cost to the trust.

Q

What will happen if I choose to order directly from the supplier?

A

NHS Improvement has been engaging with trusts directly over the expectation that they will support this national programme. Monitoring of trust spend will be in place through the national price benchmarking tool and, where a trust is not participating in the national savings programme, their actions will have to be justified.

Q

Is there a risk that existing products will be delisted too soon?

A

Delisted stock lines will be listed as “available whilst stock lasts”, any outstanding stock will still be available until stock has been depleted. You can continue to utilise your stocks of the current lines until these have also been depleted.

Q

What impact will this have on any customer commitment discounts and retrospective rebates?

A

In line with the recommendations of the Carter report there is a national strategy to deliver transparent pricing. There are therefore;

- no commitment discounts/ retrospective rebates
- no local commitment discounts/ retrospective rebates
- no facilitated commitment discount schemes

Q

What do trusts do should there be any clinical or other issue with the product allocated to their trust?

A

In the first instance please contact your Customer Services Advisor.

Q

What if my trust is currently buying a similar product at a cheaper price?

A

Benchmarking prices using NHSI’s national price benchmarking tool PPIB, will highlight where a trust may be paying a cheaper local price. We would ask you to please notify

NHSI and your Account Manager of these instances in order that the situation can be addressed.

Q

What support will be available to trusts during the implementation/conversion period to minimise the impact on current resources?

A

Support will be available from your [Account Manager](#), and the successful suppliers on the NCP programme can provide you with product training and information if required.

Information is also available via the Buyer, ruth.jones@supplychain.nhs.uk or any of the [Clinical Nurse Advisors](#)

Q

Where can I get more detailed information?

A

Please visit www.supplychain.nhs.uk/ncp for the latest information about the NCP programme.

You can also contact your Account Manager or Customer Services Advisor.