

# Nationally Contracted Products programme notification: eAuction Outcome

## Ultrasound Gel

NCP procurement activity achieves 45% (£308k)\* national savings opportunity



### The Nationally Contracted Products (NCP) programme

Nationally Contracted Products (NCP) initiative is strategically co-led by NHS Improvement and the Department of Health and is being operationalised by the NHS Business Services Authority through NHS Supply Chain.

NCP is a procurement tool that aims to implement the Carter Report recommendations to harness the national buying power of the NHS, remove “unwarranted product variation” and improve efficiency. The initiative is focused on driving savings through reducing variety at a sub category level and channelling national commitment to this reduced product range. Using a NHS Supply Chain Framework Agreement, this volume commitment will then be put through a mini competition process. Upon award, unsuccessful suppliers will be delisted from the NHS Supply Chain online catalogue for the duration of the contract.

Supply chain resilience is essential and so all participating suppliers are required to provide assurance of their capability to fulfil volume requirements before they enter the eAuction/ sealed bid. Quality patient care is paramount and all NCP products are procured from suppliers who have been awarded on existing Framework Agreements, meaning suppliers have already been assessed and have met the pre-qualification requirements. Additional product assurance is via reference to the CET evaluation reports and the NHS Trusted Customer programme, where trusted customers provide input throughout the process to ensure outcomes meet customer requirements.

### Summary

Category	Electrodes, Gels and Related Consumables & Sexual Health
Sub Category	*Ultrasound Gel – 20-25ml Non-Sterile Sachet *Ultrasound Gel – 20ml Sterile Sachet *Ultrasound Gel – 250-260ml Bottle *Ultrasound Gel – 5L Container
Winning Supplier(s)	*IMS Euro – 20-25ml Non-Sterile Sachet *Optimum Medical Solutions – 20ml Sterile Sachet *Fannin UK Ltd – 250-260ml Bottle *Fannin UK Ltd – 5L Container
National Savings Opportunity	45% (£308k)*
Date trusts will receive trust impact statement – highlighting the local savings opportunity	w/c 9 April 2018
Launch Date	25 June 2018
Length of commitment	12 months (+24 month extension option)
Catalogue Codes to be delisted	75 NPC catalogue codes
Is the product currently in use within the NHS	One new NPC will be required for the Non Sterile Sachet, the other winning products are already stocked by NHS Supply Chain.
NHS Supply Chain current market share	53%
Estimated expected growth in the market share	Anticipated growth will be 27%

### NCP Supplier Impact

IMS Euro, Optimum Medical Solutions and Fannin UK Ltd are the successfully awarded suppliers for the Ultrasound Gels NCP respectively (see above detail).

- ▶ Products of the following unsuccessful supplier(s) will be removed (delisted) from the online catalogue for a period of 12 months:
  - Albert Waeschle Ltd,
  - DJO Uk Ltd,
  - Graphic Controls Ltd,
  - Henleys Medical Supplies Limited,
  - Henry Schein Medical,
  - LTC Healthcare,
  - Med Matters Ltd,
  - Medgraphics,
  - Pasante Healthcare,
  - Phillips Healthcare,
  - Techmed Charts Uk Ltd,
  - Vyair Medical Products Ltd and
  - Williams Medical Supplies Plc.

### Next Steps

- ▶ Trust Impact Statements were made available from w/c 9 April 2018.
- ▶ 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 programme please contact the Operational Productivity team at NHS Improvement on [nhsi.procprogramme@nhs.net](mailto:nhsi.procprogramme@nhs.net).

\* Anticipated annualised savings figures are calculated following conclusion of the award process and are based on national banded pricing using the last 6 months volumes. 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.