

2 FTN six-monthly performance report



Performance summary

March 2014

Influence

Representing member views | We held **135 meetings** with key national opinion formers including Simon Stevens, the new chief executive of NHS England, and members' dinners with the chief executive of Monitor, the permanent secretary at the Department of Health and the Chief Inspector of Hospitals.

135
key opinion former meetings

Responding to consultations | We have responded to **23 policy consultations** including submissions on the 2014/15 tariff, the National Audit Office review of Monitor's role, and evidence to the NHS Pay Review Body and Doctors' and Dentists' Review Body.

23
policy consultation responses

Influencing wins and campaigns | We helped to win an **extra £150 million** in **winter funding** for 2013/14 by highlighting the funding pressures on providers in high level meetings with the Secretary of State, Monitor, TDA, and NHS England and in our media work.

A&E
an extra £150 million

We've made a significant input into the **new CQC inspection regime**, holding more than ten meetings with Sir Mike Richards and his team. We helped influence changes to their acute surveillance data and successfully made the case for a more rapid development of inspection models for community, mental health and ambulance trusts.

Inspection
shaping the new regime

Our representations on the **merger, control and competition regime** led to a helpful public statement from Monitor, the Office of Fair Trading and the Competition Commission clarifying their respective roles and offering much earlier support for trusts considering merger.

Competition
clarifying roles

Recently announced **FT pipeline** changes reflect our call for streamlining with greater alignment between the TDA and Monitor phases and minimum delays for aspirant trusts awaiting a CQC inspection.

FT pipeline
resolving blockages

We successfully made the case that the **marginal rate policy** must allow for local rebasing where emergency admissions have risen, and arbitration if CCGs don't follow these rules. We have worked closely with the Mental Health Network and NHS Confederation to highlight the negative impact of the **differential tariff on non-acute services**.

Tariff
a fairer system

We continue to raise considerable concerns about the operation of the **Better Care Fund** and were successful in improving provider consultation on the plans and strengthening local risk assessment.

Better Care
making the fund work

Voice

Media coverage | We have continued to increase the national media profile of the challenges facing FTs and providers, with **113 media mentions** over the last six months.

113
media mentions

Agenda setting | Together with key partners, we wrote an open letter to the Guardian calling for a **more balanced judgement on NHS performance** which made front page news. We have successfully highlighted the **increasing financial pressures** facing providers. And we have continued our campaign on the **marginal tariff** with Chris Hopson featuring in a recent Channel 4 Dispatches on this topic.

News agenda
making an impact

Stakeholder perceptions | Our recent audit found stakeholders felt the FTN is becoming a more visible, influential and independent voice with 'a distinct and high profile line on a range of issues'. 'They've done a lot of work ...to position themselves as the voice of the provider landscape.'

Reputation
'their voice is growing'

Support

FTN events | We held **73 events** attended by over **2,200 delegates**. **90%** of respondents rated our events as good or excellent – up from **86%** over the previous six months.

90%
good/excellent rating

We have turned our annual conference into the **flagship NHS provider event** with more than 600 people and over 500 exhibitors attending – up by **20%** from 2012.

20%
increase in delegates

FTN programmes | We ran **19 network events, attended by over 900 people**, with **93%** of respondents rating them as good or excellent – up from **80%** over the previous six months.

93%
good/excellent rating

We relaunched our clinical leads network, doubling attendance and establishing a **new clinical sounding board** to ensure there is a strong clinical voice in all that we do.

Clinical
sounding board

We held three seminars on **competition law and the NHS** to ensure members are aware of the implications of the latest legal position for their future strategies.

3
competition seminars

FTN briefings | We've produced **13 on the day briefings** to keep members up to date on key national policy announcements as they happen.

13
on the day briefings

FTN reports | We launched a publication on realising the benefits of **staff engagement** in partnership with Unipart.

Report
staff engagement

Professional FTN

Diversifying our income | We achieved a **36% increase in income gained from non-member sources** for 2013/14 and are planning to increase our commercial income by **20%** in the coming year.

36%
outside income boost

Participation | **91% of eligible trusts are FTN members**. The autumn edition of this report will include the results of a new annual member rating of our performance.

91%
trust uptake

FTN leadership | The FTN's first externally appointed, remunerated Chair, Dame Gill Morgan, took up post in January, an appointment which secured widespread positive comment.

Chair
appointed

Working in partnership | We've signed a **new agreement with the NHS Confederation** to ensure clarity on our separate but complementary missions and to avoid duplication.

Agreement
NHS Confederation

Looking forward

Our six influencing priorities

Continuing to campaign on the **biggest financial challenges facing trusts**, developing practical support and continuing detailed work on tariff and the national contract.

1

Maintaining the momentum of our work to **overhaul the urgent and emergency care pathway**, as well as looking at the challenges of **integration and new models of care**.

2

Influencing proposals for the **regulatory regime**, ensuring clear roles and a genuinely risk based and proportionate approach, and continuing our call for **clarity on the FT pipeline**.

3

Exploring new and more radical solutions to the **challenges of creating a 21st century workforce**, including strategic workforce planning and reforming pay, terms and conditions.

4

Collaborating with national partners to ensure the right **long term strategy for the NHS**, developing a new vision for the service in the run up to the next election and beyond.

5

Supporting members to plan for the future by seeking a more effective **competition regime** and rapid resolution of **reconfiguration challenges**.

6

Other new initiatives

We will launch a new drive to **raise the profile of issues facing mental health, community and ambulance trusts**.

Profile

We will pilot new events on quality governance and boardroom challenge as part of an expanded **Preparation Programme** offer.

Support

We will work to ensure the full range of provider interests are represented as NHS England develops its new consolidated approach to **specialist commissioning**. And we will draw together the growing body of evidence on the **financial impact of the inflexibilities in how CCGs are contracting** and lobby for robust and effective appeal mechanisms.

Commissioning

Our first ever, free, Quality of Care Conference on Wednesday 19 March.

Quality

About this report | The FTN is committed to effectively supporting our members through the unprecedented financial, structural and reputational challenges you currently face. We have set out our ambition to grow the support we provide in return for increased member investment. We recognise that, to justify that extra investment, we need to very clearly show what service we are providing and how it is growing and improving. This new, six monthly, FTN performance report has been produced to help you assess our performance against that ambition.

Feedback. **This is the second edition of this new report. It is vital that this works for you, our members.** So please send any comments on the report to Saffron Cordery.

Saffron Cordery

Director of Policy and Strategy

saffron.cordery@foundationtrustnetwork.org

Foundation Trust Network, One Birdcage Walk, London, SW1H 9JJ

www.foundationtrustnetwork.org

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