

FTN six-monthly performance report



Performance summary

October 2013

Influence

Representing member views | We held **130 meetings** with key national opinion formers including a members roundtable with the Secretary of State, regular meetings with key officials in No 10 and the DH, and the senior teams at NHS England, Monitor, the CQC and TDA.

130
key opinion-former meetings

Responding to consultations | We have responded to **22 policy consultations** including submissions on urgent and emergency care, 13/14 tariff, the standard contract, competition issues, the future inspection regime and the GMC's training review.

22
policy consultation responses

Influencing wins | Our **A&E** campaign put the pressures facing emergency departments firmly at the top of the political agendas. Our lobbying helped to secure the early announcement of **£500 million** for A&E services this winter and next and a renewed focus on longer term solutions.

A&E
putting it on the agenda

The FTN also secured a specific review of the operation of the **30% marginal tariff** and gained support from the Health Select Committee for our view that there is an urgent need for change.

30% tariff
review

We have persuaded the CQC, Monitor and TDA to adopt a flexible approach to the new CQC inspection regime to ensure all types of trust are not unduly delayed in the **FT pipeline**.

FT pipeline
resolving blockages

We secured a commitment from Monitor to review the impact of the **new licensing regime** on members, having successfully argued for a number of key changes to make it less burdensome.

Licensing
assessing its impact

At our instigation, key partners — CQC, Monitor, FTGA, and FTN — have all signed up to an agreed articulation and shared understanding of the **role of the governor**, as set out in Monitor's new guide, whose drafting we heavily influenced.

Governors
agreeing the role

We have forged a strong relationship with the new CQC leadership and the Chief Inspector of Hospitals so that we can work closely with them to ensure **the new inspection regime** is proportionate, risk based and is developed with the needs of all types of trust in mind.

Inspection
shaping the new regime

Voice

Media coverage | We have significantly enhanced the national media profile of the challenges facing FTs and providers, with 122 media mentions over the last six months compared to 71 over the previous period. We are becoming the regular “go to” commentator for public provider issues for both the trade and national press. We successfully put both the marginal tariff and A&E issues on the national media map.

72%
increase in media coverage

Stakeholder perceptions | Our increased engagement with stakeholders has enhanced our reputation as the voice of NHS public providers, with Chris Hopson being described as ‘a voice worth listening to’ in a recent Guardian profile. Future versions of this performance report will include metricated results from a new, regular, stakeholder perceptions audit.

Reputation
‘a voice worth listening to’

Support

FTN events | We held 49 events attended by over 1500 delegates. **86%** of respondents rated our events as good or excellent.

86%
good/excellent rating

FTN briefings | We’ve produced **10 on the day briefings** to keep members up to date on national policy announcements ranging from the Francis Report to the announcement of the results of the Keogh Review.

10
on-the-day briefings

Our new report — The Strategic Landscape for NHS Foundation Trusts and Trusts — gives members an overview of the strategic issues facing NHS providers over the next six months and the FTN’s key messages.

Report
on strategic landscape

New series | We’ve launched a **non-executive director network** and are currently piloting a **new NED development programme**.

NED
network launched

A new programme of **private member dinners** with key opinion formers has been created. Lord Hunt, David Behan and David Bennett have been guests to date.

Dinner
new series

Our **daily news cuttings service** is now available for all members, complementing our This Week: Next Week news round up.

Cuttings
daily service available

290 people attended our free conference to look at governance after Francis and the NHS Reforms. This will now become an annual event.

New event
governance

We launched a **new briefing series called Inside Track** which gave members inside intelligence on a key issue of concern — the first issue looked at the FT pipeline.

Briefing
Inside Track

Professional FTN

Diversifying our income | We are forecasting a **35% increase** in FTN income gained from non-member sources for 2013/14.

35%
outside income boost

Participation | **91% of eligible trusts are FTN members**, with 4 new trusts joining over the last six months. Future reports will include a member rating of our performance.

91%
trust uptake

Strategy | We created the first ever **three year strategy for the FTN**, which we consulted members on. Following this exercise, we have started the process of recruiting the FTN's first ever remunerated Chair.

New chair
to guide 3 year strategy

Profile | We have **recruited a dedicated Director of Communications** for the first time, to help deliver the improved public profile that members identified as their key strategic priority. We have also strengthened all of our communications, policy and development teams.

New post
to lead communications

Looking forward

Our six influencing priorities

Continuing to campaign on the **biggest financial challenges facing trusts**, developing practical support, and continuing detailed work on the punitive 30% marginal tariff and how the national contract operates.

1

Maintaining the momentum of our work to **overhaul of the urgent and emergency care pathway** including the A&E campaign on winter pressures.

2

Influencing proposals for the **new regulatory regime**, ensuring clear roles and a genuinely risk based and proportionate approach, and calling 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**, by influencing the NHS England Call to Action and developing a new vision for the NHS in the run up to the next election.

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 produce a report on the links between staff engagement and high quality patient care.

Quality

We will relaunch our **Clinical Leads network** to ensure we provide support to clinical leaders and have a strong clinical voice in all that we do; **we will hold a day for Strategy Directors** and we will launch a **new network aimed at Operations Directors and Chief Operating Officers**.

Networks

We will work with the TDA to develop a more bespoke support package to ensure our **Preparation Programme** is tailored to the needs of different aspirant trusts.

Support

We will work to protect NHS services by influencing how the Integration Transformation Fund operates.

Influence

We will build our web and social media presence and develop a communications good practice guide for boards as part of our wider efforts to build the profile and preserve the reputation of FTs and trusts.

Communications

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 first 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.

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