



# NHS PROVIDERS SIX-MONTHLY PERFORMANCE REPORT

March 2020

## OUR SIX INFLUENCING PRIORITIES

As part of our *Rebuild Our NHS* campaign, we published a survey of mental health trusts which made clear the underinvestment in capital in these services, and produced an evidence based capital policy report. We will continue to campaign for a multiyear capital settlement, a doubling of the capital available and a streamlined process for allocating capital to trusts.

### 1 **Investment** the importance of capital

We have helped to secure a tax policy change to tackle the pension crisis for all affected clinical and non-clinical staff, in the budget. We have contributed to the development of the *NHS People Plan* and published a set of case studies for practical solutions trusts are developing on workforce planning. We have provided evidence to the pay review bodies and are pushing to ensure Agenda for Change uplifts are funded for local authority-commissioned services. We continue to track the progress of the Immigration Bill.

### 2 **NHS people plan** workforce challenges

We were the only membership organisation to secure early sight of the planning guidance to comment and argue for prioritised planning and a proportionate approach to assurance of organisational and system plans. We published a thought leadership briefing to inform the debate ahead of the *clinical review of access standards*, and remain closely engaged with the review team.

### 3 **Planning and performance** integrated care and system working

We are working to influence the national policy approach to system by default, securing early engagement with providers including on the new oversight framework. We continue to seek a clear legislative framework for the sector and have established relationships with the bill teams at the Department of Health and Social Care and NHS England and Improvement. We have encouraged a realistic and tailored approach to local integration implementation with an exploratory workshop between large scale primary care providers and trusts.

### 4 **Relationships** at local and central level

We are preparing to publish a joint report with the Association of Ambulance and Chief Executives on the critical role of ambulance trusts in delivering the *NHS long term plan*. The Community Network, in partnership with NHS Confederation, is focusing on the detrimental impact that cuts to local authorities are having on wider community services. We published a briefing on the impact of inequity in funding for mental health services.

### 5 **Equity** for mental health and community services

We established relationships with the new government after December's general election. We secured productive meetings with Rt Hon Matt Hancock, Edward Argar and John Glen, the Economic Secretary to the Treasury, on financial pressures and NHS pensions. We are seeking a meeting with the newly appointed minister for care.

### 6 **Political engagement**

## INFLUENCE

**Representing member views** | We held **297 meetings** with national stakeholders and decision-makers including with the newly reappointed secretary of state for health and social care and members of the new ministerial team. We have maintained a close and helpful relationship with the leadership of NHS England and Improvement.

**297**  
meetings

**Consultations** | We represented members' views in ten key consultations, including on the 2020 Budget, increased flexibility on the **NHS pension scheme**, the migration advisory committee's call for evidence on the salary threshold and points-based system, the Department for Health and Social Care consultation on prevention in the 2020s, the 2020/21 national tariff payment system, primary care network service specifications, and NHS staff and doctors' pay as part of evidence gathering by the Doctors and Dentists Remuneration Review Body and the NHS Pay Review Body.

**10**  
consultation  
responses

**Our influence recognised** | We have written to all **newly elected MPs** outlining the work of NHS Providers and our **priority areas**, and are currently organising a parliamentary drop in session. We have produced a series of well-received briefings for **parliamentary debates**, including on the NHS Funding Bill, social care, capital and NHS performance. We continue to receive good feedback on *Big Picture*, our briefing for members in support of local stakeholder engagement.

**Our  
influence**  
publically  
recognised

## VOICE

**Media** | Our media presence has continued to grow substantially. We received **widespread coverage** in our campaign calling for a multiyear capital settlement, particularly during the weeks preceding the general election. We published a report on the state of the NHS provider sector, and a briefing on the impact of the pensions taxation issue. Our comments on the NHS Funding Bill, Brexit, car parks and, more recently, coronavirus have also received prominent coverage.

**4,019**  
media mentions

**Commentary** | We have continued to place a high number of comment pieces in both **national and trade media** titles. National articles included two in the Times, one asking politicians not to weaponise the NHS in election campaigns, and a separate piece in the Independent on the Queen's Speech. We also published multiple articles in trade media titles, including the HSJ, Public Sector Focus, Public Finance, the National Health Executive, and more. Our pieces focused on topics, including regulation, pensions, and the tariff.

**16**  
placed  
comment pieces

**Social media** | We have **18,497 Twitter followers**, an increase of over 7% in the last six months, while Chris Hopson's following has increased to 10,109. We continue to promote our work and engage in debate, with our work around our *Rebuild Our NHS* capital campaign and commentary on winter pressures seeing particularly high engagement. Our **LinkedIn** now has **2,817 followers**.

**18,497**  
@NHSProviders  
Twitter followers

## SUPPORT

**Member events** | In the past six months we held 132 events, for over **3366 delegates** with 98% rating them as good or excellent. Of the 132 events we held 79% of these were held outside of London.

**132**  
events

Our annual conference and exhibition in Manchester attracted **779 attendees** including NHS senior leaders, stakeholders and journalists.

**779**  
attendees

**Networks and dinners** | We held 24 network meetings covering all sectors and supporting executive and non-executive board roles. **99% of attendees rated these as good or excellent.**

**24**  
network meetings

We held 10 dinner events attended by **166 chairs and chief executives** with key figures including **Matthew Gould**, NHSX chief executive, and **Prerana Issar**, NHS Improvement chief people officer.

**166**  
attended 10 dinners

**Board development programme** | Our board development programme held 69 courses for a total of 1022 delegates. Over **75% of courses** delivered in the past 6 months took place **outside of London** in Birmingham, York, Leeds, Manchester, Newcastle, Nottingham, Liverpool and Bristol. We held bespoke in-house training for over 45 NHS trusts and foundation trusts.

**1,022**  
delegates

**Briefings** | We produced **43 written briefings**, including 15 on the day briefings, regular summaries of statutory board meetings and covered key outputs from NHS England and Improvement, the Care Quality Commission, NHSX and the Department for Health and Social Care.

**43**  
briefings

Work continued on winter pressures with our briefing, **Striving to deliver**, and weekly analysis of performance figures alongside trust views from the frontline as part of our **Winter watch** series.

**Winter pressures**  
analysed

**Reports** | We produced **9 reports**, including three as part of our regular report series: *The state of the NHS provider sector*, *Providers deliver* and *Provider voices*, respectively covering how the sector is performing and how trusts have responded to **CQC feedback** and **specialised services**. We also published reports on **NHS capital**, as part of our **Rebuild Our NHS** campaign, the clinical review of standards, and member views on regulation.

**9**  
reports

**Surveys** | We carried out **12 member surveys** to inform our reports and briefings. Our survey on the impact of pension tax on NHS trust leaders gathered timely evidence to support our discussions with government and had a significant bearing on the decision to extend a tax solution to all affected NHS staff, both clinical and non-clinical.

**12**  
member surveys

Our mental health capital investment survey highlighted the scale of the **mental health sector's capital funding needs**, and supported the case we are making for the sector to receive its fair share of capital investment ahead of the budget and comprehensive spending review.

**Capital funding**  
mental health trusts

## EXCELLENT ORGANISATION

**Member participation** | We are delighted to have all **223 eligible trusts and foundation trusts in membership**, making 100% membership for the fourth performance report running. This allows us to continue to speak with authority and credibility on behalf of the provider sector. 94% of our members routinely participate in and respond to our surveys.

**100%**  
in membership

**Member visits** | Our visits programme continues to be an important **part of our support for members** and helps us to understand what is really going on at the frontline. In the last six months the chair, chief executive and director team have visited 20 member trusts.

**20**  
visits to members

**Member satisfaction** | In our annual members satisfaction survey we received 405 responses. **96% said they were satisfied with the work of NHS Providers**, with 60% indicating they were 'very satisfied' - our highest ever figure. 98% felt it was important for their organisation to be a member of NHS Providers, with 96% saying they would speak positively about NHS Providers.

**98%**  
important to be a member

**Commercial strategy** | We continue to build our profile with commercial partners, in particular focusing on our **NHS Providers Connect** programme and our associate membership offer. We focus on organisations who help members meet their short and long term challenges.

**Effective relationships**  
with commercial partners

**About this report** | NHS Providers is committed to effectively supporting our members through the unprecedented financial, structural and reputational challenges you currently face. This six-monthly performance report has been produced to help you assess our performance and to highlight our priorities for the months ahead.

**Feedback** | This is the fourteenth edition of our performance report. We would welcome your feedback.

**Saffron Cordery**  
Deputy Chief Executive  
[saffron.cordery@nhsproviders.org](mailto:saffron.cordery@nhsproviders.org)



One Birdcage Walk, London SW1H 9JJ  
020 7304 6977  
[enquiries@nhsproviders.org](mailto:enquiries@nhsproviders.org)  
[www.nhsproviders.org](http://www.nhsproviders.org)  
[@NHSProviders](https://twitter.com/NHSProviders)

© Foundation Trust Network 2020  
NHS Providers is the operating name of the Foundation Trust Network  
Registered charity 1140900  
Registered in England & Wales as company 7525114  
Registered Office  
One Birdcage Walk, London SW1H 9JJ