



PROVIDING FOR OUR MEMBERS

**How commercial
partners can help**

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How commercial partners can help



We know that the current COVID-19 pandemic has been and remains extremely challenging for you and we continue to work on a number of fronts to support you as effectively as we possibly can at this time. This brochure sets out how we are using our commercial partnerships to support you.

As you know, for some years now we have worked with commercial partners to deliver value to you in a variety of ways – from introducing you to organisations and what they have to offer, to joint publications on areas of mutual interest, to increasing our commercial income to enable us to keep your annual subscription fees down. We have seen the impact that successful partnership working can have in how trusts deliver care. We believe that suppliers to the NHS are an integral part of the sector and can bring a wealth of innovation, efficiencies and ideas to trusts.

Since the onset of the pandemic several of our commercial partners have worked to put in place initiatives designed to help trusts during the crisis and beyond. While we don't endorse individual products or services we do feel it's important, as trusts are working through challenges at an extraordinary pace, to let you know more about how our commercial partners can help.

I am therefore delighted to present this brochure, highlighting some of the ways partners have been supporting trusts through the COVID-19 crisis.

Best wishes,

Chris Hopson

Chris Hopson

Chief Executive,
NHS Providers

OUR PARTNERS



LOCUM'S NEST
Forget agencies

LOCUM'S NEST

We've opened up our platform for free to support the NHS' COVID-19 response

We are determined to open our platform of 30,000+ doctors to as many healthcare organisations as possible to help them meet the unprecedented increase in demand for additional clinician cover during this outbreak.

To achieve this safely and effectively, we are introducing:

- 1 free use of our shift-matching software until at least July 2020
- 2 a dedicated Covid Response Taskforce to rapidly and remotely deploy the software within 10 days
- 3 digital recruitment campaigns, to be conducted across all our digital channels for each partner organisation free of charge
- 4 temporary, flexible, transparent and non-binding T&Cs to enable rapid and remote deployment.



Leveraging a unique partnership with doctors.net, we are able to propagate shift requests to over 150,000 doctors across the UK with hyper-focused searches based on grades, specialties etc.

We have also released our COVID-19 **Workforce Intelligence Navigator** (WIN), allowing NHS organisations to better predict their workforce needs in the coming weeks and months, and enabling them to have the appropriate clinical cover already in place when required.

To find out more about how to maximise your workforce capacity during a pandemic read our new **workforce report**. For further information, contact ahmed@locumsnest.co.uk



HEMPSONS

HEMPSONS

Leading health, social care and charity lawyers

As a specialist healthcare law firm, we act for over 200 NHS bodies across the country, working with providers, commissioners and other national and local bodies advising on a range of strategic and operational issues.

We are committed to supporting NHS trusts and foundation trusts through the coronavirus pandemic and have developed the Hempsons **COVID-19 Portal** where you will find a summary of the legal changes implemented in response to the COVID-19 pandemic. On this page you will also find links to Hempsons **webinar recordings** and **podcasts**.

If you can't find what you need or have a particular issue you would like to discuss confidentially with one of our experts please email clientservices@hempsons.co.uk to arrange a free 30 minute 1:1 virtual legal surgery.



NEWTON

NEWTON

Accelerating the delivery of evidence-led, measurable and sustainable change

To support our clients, our priorities have shifted with theirs. We have quickly responded and worked alongside them to accelerate those changes which will have the biggest impact right now. For example, we have:

- formed integrated community teams, handling 120 referrals a day, in five weeks – as part of a wider programme to integrate intermediate care for older people across a whole system
- started a trial of a new, AI-supported, digital pathway for people with suspected skin cancer.



This support complements our traditional approach of designing and delivering large-scale, complex operational transformation programmes by working in partnership with our clients, taking a bottom-up, frontline-led approach to implementing change.

ric.whalley@newtoneurope.com

www.newtoneurope.com



EARND

For most of us, pay day comes at the end of the month, or at best every two weeks. Waiting to be paid is a fact of life. Now with *Earnd*, made possible by Greensill, individuals can access free, instant daily pay for the work they have done. Available to the NHS for free, *Earnd* is provided at no cost, revolutionising the way salaries are paid. NHS workers can sign up to the app in a matter of seconds, and get paid daily or weekly for the hours they have put in, meaning instant access to the money they have earned and no more waiting for pay day. *Earnd* gives you more control over your money – for free www.earnd.com

For further information, contact Jonathan Lewis, our managing director of health and social care:

jonathan.lewis@greensill.com

or call him on 07801 138111

How it works



● Each day, a percentage of your daily earnings is added to your app balance.



● Transfer what you need instantly to your bank account, before payday.



● Transfers made in app will be deducted from your next payday.

ADVISEINC

During the COVID-19 crisis, we're providing a FREE to use system to track and forecast critical PPE in your organisation. Our partner, Clear AI, use machine learning fed by clinical, epidemiology and organisational data to forecast future demand. It's already used by over 70 NHS provider trusts, the army and Gold Commands across the country. In a matter of days, regions have gone from spreadsheets and inconsistent data to a clean, single source of the truth that is updated in near real-time with web-based analytics.

ppe@adviseinc.co.uk
www.adviseinc.co.uk



ALLOCATE SOFTWARE

Supporting workforce demands and HR teams from crisis response to the new normal

- add unlimited users for six months free of charge for the purpose of real-time absence tracking
- automated NHS England absence reporting for COVID-19
- unlimited roster training, upskill staff that maybe called on to fill gaps in your workforce team
- webinars/guidance on key actions, including adapting rosters to meet local COVID-19 transformations
- three months free InstantPay supporting staff financial well-being
- rapid new roster roll-out for new units (one day) and hospitals (nine days) and out-sourced roster as a service.



www.allocatesoftware.co.uk/covid19
corona.virus@allocatesoftware.com

ASSURA

Through our expanding portfolio of more than 575 primary and community healthcare premises, we've brought vacant space into use for NHS trusts and primary care occupiers, enabled extra respiratory care, supported temporary reconfigurations, given over empty retail units at acute hospital sites for additional PPE storage and we've opened up land for extra car parking. Our live developments are progressing on site to provide new, fit for purpose premises for future healthcare needs in the community.

For further information:
contact adam.lowe@assura.co.uk
or visit www.assura.co.uk



BOARD EFFECT

Some organisations are designed for remote work. For others, the COVID-19 pandemic has forced employees, boards, and leaders into an uncomfortable transition. BoardEffect has put together a guide with considerations and best practices for overcoming the challenges of virtual board meetings: [Virtual Meeting Toolkit](#)

BoardEffect, a Diligent company, was designed for the work of efficient and collaborative boards to enable effective leaders. Healthcare executives and trustees have long relied on BoardEffect to improve board management and streamline secure communications. BoardEffect's client base is comprised of healthcare organisations ranging from small local hospitals with basic board structures, to national hospital systems and networks with complex needs.

For further information:
contact Edward Rees erees@boardeffect.com
or visit www.boardeffect.com



CHRISALYST

The [COVID-19 Workforce Wellbeing Program](#) has been specially created in response to the pandemic to equip health and education leaders to safeguard the wellbeing, productivity and performance of their people across Australia. Chrisalyst® is proud to bring this product to the UK and offer it well below market rates to support our incredible NHS through this challenging period.

The program includes:

- specialist 1:1 coaching and planning sessions with global experts
- leadership communication and key change supports
- workforce wellbeing centre – a variety of practical e-learning courses
- a positive behaviour-change program to foster culture and capability uplift.

We deliver virtually, everything is research-backed, and underpinned by a considered neuroscientific approach drawing on emotional brain and interpersonal neurobiology theory.

For further information, contact cls@chrisalyst.com



FUJIFILM

Show your smile on your PPE

Despite these difficult times, bringing your faces and smiles to patients, even in your PPE, is still just as important as ever. To help with that, Fujifilm, the manufacturers of instax instant cameras are making available special NHS instax kits featuring two completely free cameras and 100 shots of film to teams working on the front line. Fujifilm, who are also supporting the NHS through COVID-19 with both diagnostics and treatment, has set aside one of these kits for each hospital trust.

Please contact comms_uk@fujifilm.com to claim your free NHS instax kit.



MOTOROLA
SOLUTIONS

MOTOROLA SOLUTIONS

Motorola is offering free access to our WAVE PTT (Push to Talk) Application

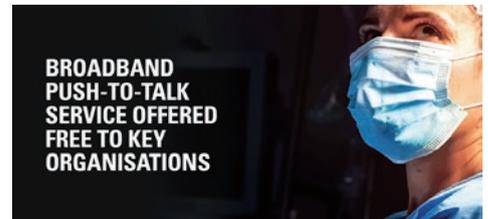
This is an app that sits on the users/trust Android or Apple device and turns it into a walkie talkie. It is being used in both Bradford Teaching Hospitals NHS Foundation Trust and Royal Devon and Exeter NHS Foundation Trust by clinicians while wearing full PPE equipment.

It enables teams to communicate together via voice, messaging and location:

- quick and easy setup
- individual and group calling
- individual and group texting
- location tracking
- for both iOS and Android devices.

For further information:

visit www.motorolasolutions.com/WAVE
or contact Dom Robertson on 07702 529303
or dom.robertson@motorolasolutions.com



MUTUAL VENTURES

Mutual Ventures is a management consultancy that believes passionately in better, more sustainable public services. The response of our NHS, local government and VCSE clients' to COVID-19 highlights the importance of high-quality public services.

As public sector organisations move from the initial phase of the crisis into recovery and begin to think about the future of services we're here to help. Examples of how we could support you include:

- strategic planning, including staffing/service demand modelling
- facilitating planning sessions
- stakeholder engagement
- day-to-day operational support.

For further information:

contact jamie.mcmahon@mutualventures.co.uk
or visit www.mutualventures.co.uk



WAGESTREAM

Now, more than ever NHS staff need practical solutions to make their lives as easy as possible.

Wagestream gives your staff instant access to their pay for hours worked, overtime and immediate access to statutory sick pay. Wagestream helps to reduce financial stress and support your staff during the crisis.

In an effort to do all we can to support the NHS through this period, Wagestream are now providing their services free to all NHS trusts and staff members.

NHS trusts can now get Wagestream in a few days.

To find out more about how we can help you support your staff and their financial wellbeing, get in touch with our NHS Partnerships director, Paul Windsor:

paul@wagestream.co.uk
or call him on 07775 940368

Visit our [healthcare page](#)



NHS Providers is the membership organisation for the NHS hospital, mental health, community and ambulance services that treat patients and service users in the NHS. We help those NHS trusts and foundation trusts to deliver high-quality, patient-focused care by enabling them to learn from each other, acting as their public voice and helping shape the system in which they operate.

NHS Providers has all trusts in voluntary membership, collectively accounting for £84bn of annual expenditure and employing more than one million staff.



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