



PROVIDING FOR OUR MEMBERS

**How commercial
partners can help**

December 2020

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How commercial partners can help



We know that the current COVID-19 pandemic remains extremely challenging but the appetite for tried and tested solutions to help you address current challenges remains undimmed.

We continue to work with a small, but growing, number of commercial partners to identify solutions that other trusts have successfully adopted and that we believe can help you deliver better outcomes for your patients.

We're presenting those solutions to you in a number of different ways:

- joint publications on areas of mutual interest
- thought leadership sessions which many of you attended during our annual conference and exhibition
- and now, a growing number of webinars on specific topics we think will be of interest to you.

The income we generate from this process enables us to keep your annual subscription fees down.

We have seen the impact that successful partnership working can have in how trusts deliver care and we believe that commercial suppliers to the NHS are an integral part of the sector and can bring a wealth of innovation, efficiencies and ideas to trusts.

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. In doing so, we deliberately seek, in the vast majority of cases, to partner with organisations with tried and tested solutions that have been successfully adopted in other trusts and which meet important current challenges and needs. In short, we carefully exercise our judgement in what we present to you.

I am therefore delighted to share our latest brochure, introducing our current commercial partners and what they have to offer. I do hope you find it useful and would encourage you to make contact with any partners that are of interest.

Best wishes,



Chris Hopson

Chief Executive, NHS Providers

OUR PARTNERS



EARND

Get healthier, happier teams with Earnd on-demand pay – for free

Financial stress costs the NHS £8.9bn a year. Research shows a key factor is the misalignment of pay and expenses. Earnd seamlessly integrates with payroll to give employees control over when and how they get paid.

Close the gap between work and pay so your people can manage their pay, their way. On-demand pay means more financial control, better budgeting and less reliance on high-cost credit. The result? Happier people, increase in shift take-up, engagement and retention.

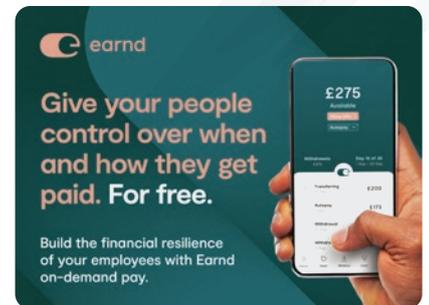
Earnd is exclusively free to the NHS and your employees – forever

The NHS is the cornerstone of British community, which is why we are offering access to the Earnd app exclusively at no cost to the NHS and your employees.

When talking about Earnd, Robert Prince of the Royal Free London NHS Foundation Trust asks: *“What else can you do that gains universal approval and yet can have such an impact on all of your staff and all of your patients?”*

Watch the full interview with Robert Prince [here](#).

Visit www.earnd.com for more information or contact Jonathan Lewis, Managing Director of Health and Social Care jonathan.lewis@earnd.com or call him on 07801 138 111.



HEMPSONS

HEMPSONS

Leading health, social care and charity lawyers

HEMPSONS, a specialist health and social care law firm working across the public, private and third sectors, act for over 200 NHS organisations nationwide on strategic and operational issues including integrated care, collaborations, STPs, service reconfigurations, estates projects and workforce.

We continue to support our NHS trust clients through the COVID-19 pandemic and have worked with NHS Providers on a joint publication *COVID-19: Key legal considerations arising from the pandemic*, which looks at the legal liabilities that are likely to arise due to the environment created by the pandemic and suggests ways in which trust boards could respond.

Please see Hempsons [webinars](#) and [podcasts](#) for advice on a range of legal issues.

For assistance please contact Jill Baker in the first instance.

j.baker@hempsons.co.uk

www.hempsons.co.uk



LOCUM'S NEST

A cutting-edge digital staff bank solution

- **Locum's Nest** is a technology company providing a holistic workforce software solution to NHS trusts and primary care organisations.
- Locum's Nest is supporting NHS organisations to work in a more transparent manner and increase engagement of their workforce, in ways ranging from digital shift-matching, staff recruitment, communication, data visualisation and interoperability.
- Founded by two junior doctors, its vision is to increase transparency, collaboration and improve care outcomes within our health service, through its intuitive mobile and web multi-product platform used by healthcare professionals and NHS management teams.
- Locum's Nest, whose mission is to remove barriers to workforce mobility across the NHS, has pioneered the formation of digital collaborative workforce banks across the country, enabling cross-covering of shifts across an ever-growing number of NHS trusts.



To find out more about how to maximise your workforce capacity, benefit from an open collaborative staff bank or join **The Digital Collaborative Bank** get in touch with Dr Ahmed Shahrabani at ahmed@locumsnest.co.uk

Medtronic

MEDTRONIC

Making healthcare better is our priority, and we believe medical technology can play an even greater role in improving people's lives

Medtronic's Integrated Health Solutions business was formed as part of our commitment to aligning value and working with partners in new ways. Integrated Health Solutions builds on Medtronic's unique combination of capital resources, process optimisation expertise and therapy knowledge. Working together, we partner with hospitals and healthcare systems to develop tailored services and solutions designed to improve clinical, operational and financial outcomes.

The objective of these partnerships is to help enable hospitals and healthcare systems to:

- improve patient outcomes
- enhance operational performance
- contain and manage costs.

For further information:

contact Matthew Williams-Gray, IHS Director matthew.williams-gray@medtronic.com or visit **Medtronic Integrated Health Solutions** or www.medtronic.com



NEWTON EUROPE

We support health organisations and systems to reimagine and redesign ways of working, implementing significant and sustainable change which is better for people, better for staff and delivers real financial benefit

We are specialists in designing and delivering large-scale, complex transformation programmes.

Our clients value us for our unique ability to embed sustainable change by working from the ground upwards – uncovering the root causes of the trickiest problems, supporting leadership to act on this information and working as part of their frontline teams to deliver real change.

In one recent engagement, we helped to deliver an integrated model for urgent and intermediate care services for older people, producing over £25m in annualised financial benefit.

We put 100% of our fixed implementation fee at risk against achieving measurable results.

For further information:
contact ric.whalley@newtoneurope.com
or visit www.newtoneurope.com



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

Chrisalyst® is a leadership coaching and development practise based on cutting-edge research from neuropsychology, delivered by old souls. We're passionate about having a life well lived and helping others to do the same. That's why we'd love to work with you.

We offer an NHS discount of 25% as standard. And as a special offer, our [Dramatic Change programme](#) for £2,999 excl (max. 8 people). This provides an innovative, fun, but stretching, way to solve problems, increase creativity, reduce friction, or reinvigorate exhausted leadership teams.

Call today to find out how we can help you create **space to spark**.

For further information:
contact chris@chrisalyst.com
or visit www.chrisalyst.com





NHS SOUTH CENTRAL AND WEST COMMISSIONING SUPPORT UNIT

Joining the dots across health and care

Recovering and restoring services; the changing needs of populations; squeezed budgets; a workforce that's struggling to cope with demand. These are just some of the many challenges keeping you up at night. We know that, more than ever, you need support to find solutions to your pinch-points. As an NHS organisation bringing together some of the brightest and best in health and social care, SCW is perfectly placed to help you define your issues and co-design solutions. As partners, we'll support you at every step of your journey to overcome the pandemic pressures and ultimately, to help you provide the best possible care to people.

For further information:

contact Janet Horton, Executive Director of Customer Development

janet.horton1@nhs.net

or visit www.scwcsu.nhs.uk

[@NHSscw](https://twitter.com/NHSscw)



WAGESTREAM

Wagestream powers Allocate InstantPay, giving your staff a tool for financial resilience:

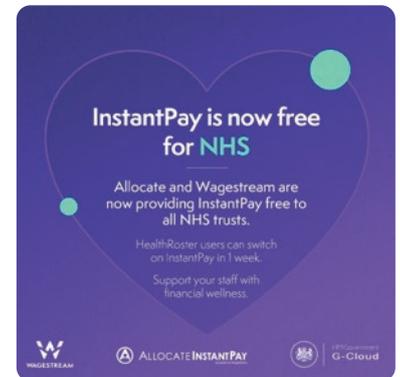
- **instant access** to their wages as they're earned (including bank shifts)
- the ability to **track all their earnings** in real-time – giving full financial visibility
- **financial education** – in partnership with The Money and Pensions Service to offer easy tips and tricks on how to manage your money
- **savings** – staff can automatically save flexible amounts directly from their salary each month, completely free.

86% of our users have felt less stressed during the outbreak through access to InstantPay.

Allocate and Wagestream are now providing InstantPay free to all NHS trusts and staff members.

HealthRoster users can switch on InstantPay in one week!

To find out more and support your staff for a financially secure future, get in touch with our NHS Partnerships Director, Paul Windsor paul@wagestream.co.uk, call him on 07775 940 368 or visit wagestream.com



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.

To find out more about how our partners are helping NHS trusts, visit nhsproviders.org/nhsconnect



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