

# PROVIDING FOR OUR MEMBERS

**How commercial  
partners can help**

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## How commercial partners can help



Trusts are working extremely hard to meet a wide range of challenges including addressing care backlogs, supporting staff to recover, continuing to deal with the effects of COVID-19 and an increasing number of variants, moving to system working and getting ready to implement the to new Health and Care Bill.

We know the appetite for tried and tested solutions to help you address these challenges remains strong, and we're therefore pleased to update you on our current commercial partners.

We continue to work with a small but growing number of commercial partners that offer solutions other trusts have already successfully adopted and which we believe can help you deliver better outcomes for your patients. In addition to our well established Connect partner and Associate member programmes, we recently launched our Panel Membership programme, which gives you the opportunity to get fast, free, expert insights from a panel of top legal and advisory consultancies. You'll find further details in this brochure about how to ask the panel a question.

Our commercial partners are sharing their thought leadership and insight with you in a number of ways:

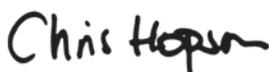
- joint publications on areas of mutual interest
- thought leadership sessions at our provider conferences
- a growing number of webinars on topics we think will be of interest to you
- responding to questions and requests that you put to the NHS Providers panel of lawyers and consultants.

The income we generate from this process enables us to keep your annual subscription fees down. And, more importantly, we have seen the impact that successful partnership working can have in how trusts deliver care and innovate as well as drive improvement in that context. The commercial partners we work with are truly part of the solution.

While we don't endorse individual products or services, all the commercial partners we work with have already been successfully adopted and endorsed by trusts themselves, and they are helping to meet current challenges and needs.

I am therefore delighted to share our latest commercial partners brochure. I do hope you find it useful and that you reach out to those that of interest to find out more about how they can help.

Best wishes,



**Chris Hopson**, Chief Executive, NHS Providers

# PANEL MEMBERS



We have assembled a panel of top legal and advisory companies offers you the opportunity to get fast, free, expert responses to the key questions your trust is grappling with. The panel are committed to answering your questions on a pro-bono basis. All the legal companies provide a full service offering to trusts and the advisory firms have broad and complementary ranges of expertise in the healthcare sector. The panel will offer advice in the following areas:

- Full-service legal advice
- Continuous improvement
- Digital development
- Strategy alignment and goal delivery
- System change and partnerships
- Workforce challenges (including mediation, investigations and diagnosis).

If you want to ask the panel a question, simply email [panel@nhsproviders.org](mailto:panel@nhsproviders.org) and we will put your request to them. The panel will then do their best to give you an appropriate response. NHS Providers won't intermediate to assess replies, they will come from individual panel members directly to you. If you have any further points of clarity after receiving your initial responses, you are of course free to take these up with Panel members directly at your discretion.

Our panel includes the following organisations:



## BROWNE JACOBSON



Browne Jacobson are a national powerhouse law firm for NHS trusts and foundation trusts providing acute, mental health, community and ambulance services.

Clients trust us to handle opportunities and demands on them ranging from day-to-day operational business to the big picture of NHS reform for integrated care based on systems, collaboratives, partnerships and networks.

Our unique selling point is strategic partnering with health and wider public sector clients including the NHS, private and third sectors, central and local government, and education bodies.

Clients say our major strengths are strategic partnering, right-size teams, shared values, accessibility and excellent communication.

[www.brownejacobson.com](http://www.brownejacobson.com)

For further information please contact:

Christian Dingwall, Partner [christian.dingwall@brownejacobson.com](mailto:christian.dingwall@brownejacobson.com)  
+44 (0)330 045 2751 +44 (0)7970 575595

Gerard Hanratty, Head of Health [gerard.hanratty@brownejacobson.com](mailto:gerard.hanratty@brownejacobson.com)  
+44 (0)330 045 2159 +44 (0)7921 685815





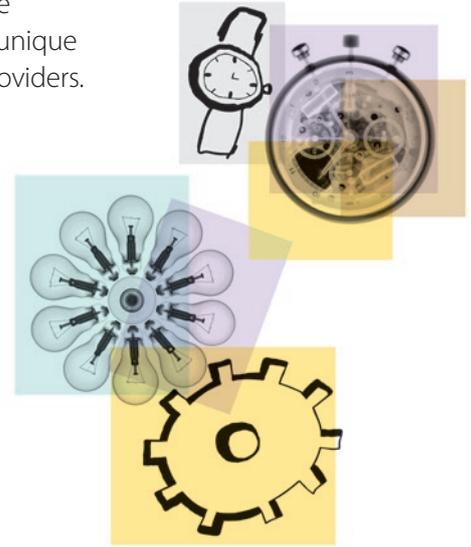
## CAPSTICKS

At Capsticks we have provided dedicated legal advice to the NHS for over 40 years and we understand the unique challenges and opportunities that face healthcare providers. We understand the complex interplay between guidance/policy and the legal issues which affect you. We find pragmatic solutions for NHS organisations, providing cost-effective, innovative and bespoke solutions.

Our healthcare team was quick to adapt to pandemic challenges, spending the last year advising on COVID-19 alongside business as usual, which included new hospitals and ICS work. We support providers through this evolving landscape, providing relevant advice so they can focus on their vital work.

To see how we can support you please see our website and insight pages or contact Andrew Rowland, Head of Healthcare, at [andrew.rowland@capsticks.com](mailto:andrew.rowland@capsticks.com)

[www.capsticks.com/insights](http://www.capsticks.com/insights)  
[www.capsticks.com](http://www.capsticks.com)



## GLOBIS

Globis Mediation Group has been operating for 15 years, transforming businesses across all sectors. Using business psychology and our combined knowledge and industry experience, we resolve conflict and develop strategies tailored to your organisation's needs.

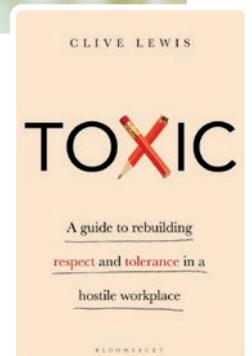
From workplace mediation and employee investigations, to executive coaching, organisation diagnosis and more – we have a proven track record of helping NHS trusts overcome workforce issues.

Many challenges stem from psychological dissonance among team members, which is why we use applied psychology and ethnographic research to provide pragmatic, effective and sustainable solutions.

One area of focus is improving workforce resilience – so vital to coping well during challenging times. Our simple, powerful and scientifically proven approach can help improve resilience in your organisation quickly.

For more information, contact [clive.lewis@globis.co.uk](mailto:clive.lewis@globis.co.uk)

[www.globis.co.uk/nhs-services](http://www.globis.co.uk/nhs-services)



## HEMPSONS



Hempsons is a leading national health and social care law firm. We are currently helping our NHS trust and foundation trust clients recover from the effects of the pandemic while coping with the significant system change envisaged by the new Health and Social Care Bill.

We act for over 100 trusts and foundation trusts nationwide on strategic and operational issues including integrated care, collaborations, service reconfigurations, digital health innovations, estates projects and workforce planning. Our **webinars** and **podcasts** provide the sector with advice on a range of legal issues.



We support and work closely with NHS Providers on a range of initiatives including publications offering support on the burning issues facing members including *COVID-19: Key legal considerations arising from the pandemic*. We are currently working with NHS Providers on a joint publication on system working.

For further information on how we can help you please contact:

Andrew Davidson, Partner [a.davidson@hempsons.co.uk](mailto:a.davidson@hempsons.co.uk)  
Michael Rourke, Partner [m.rourke@hempsons.co.uk](mailto:m.rourke@hempsons.co.uk)  
[www.hempsons.co.uk](http://www.hempsons.co.uk)

## 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](mailto:ric.whalley@newtoneurope.com)  
or visit [www.newtoneurope.com](http://www.newtoneurope.com)



## NHS SCW

### 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 please contact:

Janet Horton, Executive Director of Customer Development, [janet.horton1@nhs.net](mailto:janet.horton1@nhs.net)  
[www.scwcsu.nhs.uk](http://www.scwcsu.nhs.uk)  
@NHSscw



## VIRGINIA MASON INSTITUTE

Virginia Mason Institute has partnered with the NHS for over 14 years, having established an international reputation for building safe, high quality, sustainable healthcare organisations that deliver continuous improvement.

Our experts work with executive teams in a variety of ways whether to develop organisational goal alignment and focus, leadership effectiveness, improving quality and safety of care, or accelerated approaches for solving some of the most challenging issues in healthcare today.



We specialise in helping organisations establish their own management system, one that engages and empowers people at all levels – building cultures that enable real change, accountability, and self-sufficiency.



Healthcare needs new approaches like our 'World-Class Management' and 'Authentic Leadership' programmes that leverage proven approaches to engage staff, deliver everyday improvement, and build a nimble, flexible workforce.

Main site: [info.virginiamasoninstitute.org/uk](http://info.virginiamasoninstitute.org/uk)  
Resources: [www.virginiamasoninstitute.org/resources](http://www.virginiamasoninstitute.org/resources)

Contact us

Website: [www.virginiamasoninstitute.org/contact](http://www.virginiamasoninstitute.org/contact)  
Email: [info@virginiamasoninstitute.org](mailto:info@virginiamasoninstitute.org)



# CONNECT PARTNERS



The NHS Providers Connect programme enables carefully vetted commercial organisations with proven value to our members to share insight and thought leadership with them. By doing so, we aim to help our members understand some of the opportunities available to them to become more efficient, move to new models of care, or reduce costs.

Each supplier has tried and tested solutions to service delivery problems and are all already working with one or more NHS trusts before joining the programme.



## BLUE PRISM



Blue Prism offer NHS organisations the ability to do more and achieve more with our **intelligent automation platform**.

By emulating the actions of human teams within hospital systems, Blue Prism digital workers take care of the repetitive and mundane tasks that slow people down, empowering staff to focus on more meaningful work.

More than 60 NHS trusts are already using Blue Prism to streamline clinical and non-clinical processes, develop new patient engagement models, and embrace partnership working, saving hundreds of thousands of hours, and millions of pounds in the process.

Available as-a-service, and sharable via the **NHS Digital Exchange**, Blue Prism delivers scalable, democratised automation that enables organisations to meet their strategic business priorities, support their people and create exceptional patient experiences.

For more information please contact [healthcare@blueprism.com](mailto:healthcare@blueprism.com)



## BOLLE SAFETY UK

Bolle Safety are the **PPE eyewear specialists** and design products and services to protect all healthcare workers. Our unique and exclusive Platinum double-sided, anti-fog and anti-scratch lenses ensure that your staff will be able to see clearly in all situations. Available in prescription and non-prescription lenses, Platinum is both effective in increasing safety and wearer acceptability and can help to reduce the cost in use.

As the safety eyewear specialists, we can provide expert advice on all types of safety eyewear and working directly with us, the manufacturer, you will benefit from both our support and reduced costs. Contact us and discover how we can protect your staff with products they will want to wear and not have to wear.

For more information please contact [sales@bolle-safety.co.uk](mailto:sales@bolle-safety.co.uk)



## LOCUM'S NEST

### Flexible working and staff bank solutions for all NHS staff

- **Locum's Nest** is an NHS technology provider revolutionising shift work in the NHS into a more inclusive and fulfilling experience for all NHS staff.
- Locum's Nest is supporting NHS organisations to work in a more transparent manner and increase engagement of their workforce, in ways ranging from e-rostering, digital shift-matching, staff recruitment, communication, data visualisation and interoperability.
- Founded by two junior doctors in 2015, Locum's Nest connects 40,000 healthcare professionals to vacant work in over 40 NHS trusts and hundreds of GP practices. This year, the company has been recognised by the Financial Times as one of Europe's Fastest-Growing Companies.
- 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](mailto:ahmed@locumsnest.co.uk)

## MEDTRONIC

Medtronic Integrated Health Solutions (IHS) provides partnerships that are designed to help healthcare providers enhance access, cost and quality care. As a global organisation working with stakeholders and professionals across the healthcare system, Medtronic is uniquely positioned to partner with healthcare organisations to address the changing landscape. Our IHS business was formed as part of our commitment to aligning value and working with partners in new ways. We build on Medtronic's unique combination of capital resources, process optimisation expertise and digital transformation, and therapy knowledge.



Working together, we partner with hospitals and healthcare systems to develop tailored services to improve clinical, operational and financial outcomes. These bespoke solutions and partnerships span the portfolio of therapies across all major aspects of cardiology, surgery, neurosciences and diabetes across Europe, Middle East and Africa.

For further details please contact:

Matthew Williams-Gray, IHS Director [matthew.williams-gray@medtronic.com](mailto:matthew.williams-gray@medtronic.com)

## NHS SUPPLY CHAIN

NHS Supply Chain manages the sourcing, delivery and supply of healthcare products, services and food for NHS trusts and healthcare organisations across England and Wales.

Managing more than 4.5 million orders per year, across 94,000 order points and 17,000 locations, NHS Supply Chain systems consolidate orders from over 900 suppliers, saving trusts time, money and duplication of overlapping contracts.

A new operating model, launched fully in 2019, aligned to Lord Carter's review of efficiencies in hospitals, had been designed to help the NHS deliver clinically assured, quality products at the best value, through a range of specialist buying functions. Its aim is to leverage the buying power of the NHS to negotiate the best deals from suppliers and deliver savings back into NHS frontline services.



For further information:

contact [communications@supplychain.nhs.uk](mailto:communications@supplychain.nhs.uk)

or visit [www.supplychain.nhs.uk](http://www.supplychain.nhs.uk)

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

[linkedin.com/company/nhssupplychain](https://www.linkedin.com/company/nhssupplychain)

# ASSOCIATE MEMBERS

NHS Providers Associate Membership is open to commercial suppliers in the health sector who are already working successfully with one or more trusts, and can bring new ideas, innovation and efficiencies to our members.



## BD

**BD is a global medical technology company that is *advancing the world of health* by improving medical discovery, diagnostics and the delivery of care**

BD partners with organisations around the world providing innovative solutions to address some of the most challenging global health issues.

The company has more than 65,000 associates across 50 countries and long-established UK commercial and manufacturing operations. In life sciences, medication management, surgical and interventional therapies, BD works in close collaboration with the NHS to:

- enhance outcomes
- lower health care delivery costs
- increase efficiencies
- improve patient safety
- expand access to healthcare.

To find out more about transforming healthcare systems, please contact [colin.edmondson@bd.com](mailto:colin.edmondson@bd.com) or visit [www.bd.com/en-uk](http://www.bd.com/en-uk) or [linkedin.com/company/bd1](https://linkedin.com/company/bd1)



## BOARD EFFECT

BoardEffect, answers the direct board management needs of non-profit organisations with different structures, missions and goals. Part of Diligent, the leading provider of **modern governance solutions**, BoardEffect enables mission-driven organisations to increase collaboration and engagement while fuelling efficiency at every turn. Trusted by over 3,000 organisations, non-profits have long relied on BoardEffect to help their board leaders make informed decisions to power better outcomes.

For more information, please contact Sophie d'Andigné [sdandigne@diligent.com](mailto:sdandigne@diligent.com) or visit [www.boardeffect.com](http://www.boardeffect.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 £92bn 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](https://nhsproviders.org/nhsconnect)



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