

The NHS: What's Happening

Educating NHS suppliers on what's happening in the NHS

Wednesday 19 September 2018 | BCEC Birmingham

EVENT OVERVIEW

Another major shift in the healthcare landscape is taking place as the NHS exits a period of unparalleled austerity. More than £4bn per year in additional funding has been secured for the next five years and a new ten-year plan is being developed by NHS England. This plan will prioritise service improvements in key areas such as emergency services, waiting times, cancer survival rates and mental health services.







This huge injection of cash supports NHS strategic plans and means there are major opportunities for healthcare suppliers as the NHS moves forward with transformation and efficiency agendas.

Sustainability and Transformation Partnerships (STPs) are evolving into Integrated Care Systems (ICs) and are working at a much larger scale to serve a whole population. At every level of the NHS there are new points of sale for suppliers to navigate and relationships to build.

NHS Improvement is leading the efficiency agenda by moving forward with Lord Carter's reports on productivity in acute and mental health trusts. GIRFT (Getting it Right First Time) and NHS RightCare are also progressing thanks to strong clinical engagement. Again, for NHS suppliers it is essential to understand the ramifications of this heavy focus on efficiency and productivity.

Join Wilmington Healthcare and Health Service Journal's expert team of thought leaders for this essential series of events that provides healthcare suppliers new to the NHS or needing a refresher with the knowledge to navigate the new NHS landscape. Their insights are complimented by real world case studies from national and local NHS leaders who are leading transformation and efficiency programmes.

BENEFITS OF ATTENDING:

-  Get real world insights from NHS leader to better understand their challenges and priorities
-  Gain knowledge of the changing NHS to perform more effectively in your role and sharpen your organisation's commercial strategy
-  Interact with subject matter experts from HSJ and Wilmington Healthcare to get your specific questions answered in interactive round table sessions
-  Acquire a comprehensive update on the NHS landscape by investing just one day out of the office
-  Share slides from the day and an exclusive 175-page NHS Guide to the NHS with your colleagues so they can benefit from your learning
-  Complete a pre-course questionnaire so our expert speakers can tailor their presentations to address your specific learning requirements and any gaps in your knowledge

SPEAKERS:

Douglas Findlay, Co-Chair of the Academic Health Science Network of Networks and the Oxford Academic Health Science Network Patient Experience Operational Group

Dave West, Senior Bureau Chief, HSJ

John Chater, Solutions Directors, Learning and Education, Wilmington Healthcare

Oli Hudson, Content Director, Wilmington Healthcare

WHAT CLIENTS HAVE SAID ABOUT PREVIOUS EVENTS

"A good workshop which updated me on the key changes in the NHS and how this will affect the marketing and positioning of our services for the future" – **Ivan Doncaster**, Business Development Advisor, Fairford Medical Ltd

"Great to hear the NHS being spoken about so honestly - very refreshing!" – **Cora Graham**, Business Development Manager, BOC Healthcare

"Enjoyable engaging and thought-provoking event" – **Barry Allan**, Strategic Partnership Manager, Medtronic

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SPEAKERS



Douglas Findlay, Co-Chair of the Oxford Academic Health Science Network (AHSN) Patient Experience Operational Group.

From the late 1980s until 2007 Douglas worked in the medical devices and the pharmaceutical industries after which he moved to work as a Learning and Development specialist for Wellards.

An enthusiastic advocate of the NHS, Douglas became a board member of Healthwatch Reading in 2013 and this has led on to a number of different healthcare assignments related to patient advocacy and the NHS.



John Chater has responsibilities at Wilmington Healthcare that include events, training, editorial and bringing new ideas about customer engagement to market.

He has written about health and social care for over twenty years, starting out in Whitehall as a ministerial speechwriter and policy drafter. He has worked as a content author, policy drafter, communicator and trainer in all sectors, including Wellards, Binley's, Commissioning Support for London and NHS London's Medical Directorate. In social care he was head of external relations at Royal British Legion Industries.

He is particularly interested in the way environmental changes in healthcare affect the business environment of NHS suppliers in all sectors and markets.



Oli Hudson worked for Wellards for 11 years, coming from a background of PR and journalism. As editorial director he was responsible for the content of the site wellards.co.uk and also has customer-facing roles in training, consultancy and development.

Oli has worked closely with the NHS via the NHS-Industry procurement partnership programme, and developing education on value in healthcare for industry with Right care czar Sir Muir Gray.

As Business innovation consultant at Wilmington Healthcare he now works with the NHS and industry on a host of training, access, collaboration and partnership projects.



Dave West is HSJ's senior bureau chief, leading a team of journalists who cover commissioning, care quality, integration and primary care. His own work focusses on NHS England, clinical commissioning groups, and primary care reform.

He also writes about the North East and Cumbria areas. Dave has been at HSJ since 2008. In 2013 won the Medical Journalists' Association professional journalist of the year award and in 2014 was named one of the top 10 journalists on Twitter by the Press Gazette.

He has been nominated for awards for HSJ's interactive clinical commissioning group map. His past work has covered acute care, quality indicators, and informatics.

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AGENDA

9.30 REGISTRATION

10.00 **Welcome and Chair's introduction**

- How to get the best out of the day
- Outline of the themes to be discussed
- Jargon buster: your guide to NHS acronyms

Douglas Findlay, Co-Chair of the Oxford Academic Health Science Network (AHSN) Patient Experience Operational Group

10.15 **Setting out the current NHS landscape**

In this informal interactive session, a Wilmington Healthcare expert will frame the current NHS landscape. During this session you will be able to assess your own knowledge levels to help you identify any current knowledge gaps.

- Setting the scene – clarifying how the system fits together
- What 10-year plan? How NHS England has updated the Five Year Forward View – an introduction
- Where is the new money? How much will the NHS get, when will it get it and what will it do with it?
- Outlining the new NHS landscape and what this means for suppliers

John Chater, Solutions Directors, Learning and Education, Wilmington Healthcare

10.45 **TRANSFORMATION: Identifying the opportunities as the NHS transitions to STPs and ICSs**

Changes at the top – who is in charge now, NHS England or NHS Improvement?

- Overview of NHS England's STP and ICS programmes from HSJ's integrated care expert
- Find out what this transformation programme means for NHS suppliers and how your commercial priorities may change as a result
- Gain unique insight into STP and ICS plans and what they mean in practice
- Hear what the move to population health means for commissioners
- What about GPs? Primary care networks, GP reforms and federations – how is are GPs fighting back?

John Chater, Solutions Directors, Learning and Education, Wilmington Healthcare / **Dave West**, Senior Bureau Chief, HSJ

11.45 REFRESHMENTS

12.00 **FINANCE & EFFICIENCY: Assessing the future financial outlook for the NHS**

- Understand what the new funding settlement means for the NHS and what will be prioritised in the new 10-year plan

- Find out what progress has been made with Lord Carter's productivity report and how the Model Hospital tool is being used by NHS providers
- The new Supply chain contract and procurement towers – understanding the new system
- Gain clarity on what doesn't form part of the new funding settlement in terms of social care and capital spending – and what options may be on the table in the Autumn Statement

Oli Hudson, Business Innovation Consultant, Wilmington Healthcare

13.00 LUNCH

14.00 **INTERACTIVE ROUNDTABLE DISCUSSION: Developing your understanding of the new NHS**

- Join discussion groups on specific topic areas hosted by subject area experts and practitioners
- Have your specific questions answered to fill any knowledge gaps you may still have
- Gain more in-depth knowledge of the topic area you choose

15.00 REFRESHMENTS

15.15 **QUALITY AND PERFORMANCE: Getting it Right First Time: What it means for suppliers**

- Overview of the GIRFT initiative and NHS RightCare and how this impacts NHS suppliers
- Understand the performance measures and metrics hospital providers and primary care are required to meet
- Find out more about the role of key arms-length bodies (ALBS) such as NHS Improvement and NHS England and what their future priorities are

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16.15 **Closing Remarks & End of Conference**

In this closing session, a thought leader from Wilmington Healthcare will reflect and reinforce the day's learning to ensure your understanding of the new NHS landscape is complete. It will cover:

- Analysis of what the new customer landscape in the NHS looks like and how you can develop and retain these relationships
- Gain intelligence on who the clinical and financial decision makers are in the new NHS and what you need to do to engage with them
- Find out the next steps for the NHS to enable you to keep track of and adapt to the changing environment

Douglas Findlay, Co-Chair of the Oxford Academic Health Science Network (AHSN) Patient Experience Operational Group / **John Chater**, Solutions Directors, Learning and Education, Wilmington Healthcare

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