



Seminars

THE GUIDE

Providing key insights and intelligence to NHS suppliers



Wilmington
Healthcare

FOR HEALTHCARE LEADERS
HSJ

Are you new to working with the NHS? Or just in need of a refresher?

The **Wilmington Healthcare Seminars** provide the ideal learning and education environment to enhance your understanding of what's happening in the healthcare sector.

The seminars are run in partnership with **Health Service Journal (HSJ)**, the premier intelligence service for healthcare leaders.



The seminars will help you:

Provide NHS suppliers with a clearer understanding of the market they're operating in through talks and presentations from recognised thought leaders and subject matter experts



Connect the private sector with NHS leaders who clearly outline the challenges they're facing and the support they require through real case studies from the frontline



Deliver practical insight on the best methods to engage with the NHS and what the right route to market is for suppliers' products and services



For booking enquiries contact:

Kresh Selmani, Sales Consultant **t: 020 7608 9059**
e: kresh.selmani@wilmingtonhealthcare.com

@wilmhealthcare
wilmingtonhealthcare.com/events/seminars

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The NHS: What's Happening

Seminars | **HSJ** IN ASSOCIATION WITH

KEY THEMES COVERED INCLUDE:

- » *Next steps on the implementation of the NHS Long-Term Plan and what it means for suppliers*
- » *Identify the opportunities created through the NHS's transition to STPs and ICSs*
- » *Assess and evaluate the future financial outlook for the NHS*
- » *Taking the value-based agenda forward and how it has changed following the NHS Long-Term Plan*

For further information, visit:
www.wilmingtonhealthcare.com/events/seminars

UPCOMING EVENTS

The NHS: What's Happening
Tuesday 24 September 2019
etc.venues Norton Folgate, London

The NHS: What's Happening
Tuesday 3 March 2020
etc.venues Norton Folgate, London



Cost of attendance



Need to book more than 3 places?
For multi-booking discounts, call our team: **020 7608 9059**

Date	Location	Preview Rate	Preview Rate Ends	Early Bird Rate	Early Bird Rate Ends	Standard
24/09/2019	London	£299	02/08/2019	£399	06/09/2019	£499
03/03/2019	London	£299	13/12/2019	£399	07/02/2020	£499

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NHS Procurement: What you need to know

Seminars | IN ASSOCIATION WITH **HSJ**

KEY THEMES COVERED INCLUDE:

- >> Find out how procurement processes are changing and how this impacts your NHS customers
- >> Essential update on the NHS and how its objectives are being progressed by the Procurement Towers
- >> Understand how Academic Health Science Networks (AHSNs) support SMEs
- >> Gain insight into how price transparency and benchmarking in the NHS are affecting your business progress

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UPCOMING EVENTS

NHS Procurement: What you need to know (FOR MEDTECH SUPPLIERS)

Wednesday 7 November 2018
BIRMINGHAM

NHS Procurement: What you need to know (FOR MEDTECH SUPPLIERS)

Wednesday 3 April 2019
LONDON



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Cost of attendance

Date	Location	Preview Rate	Preview Rate Ends	Early Bird Ends	Early Bird Rate Ends	Standard
03/10/2019	Birmingham	£299	09/08/2019	£399	13/09/2019	£499
23/04/2020	London	£299	31/01/2020	£399	27/03/2020	£499

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What you get from the Wilmington Healthcare Seminars:

» Pre-course questionnaire

Take advantage of tailored learning opportunities by completing several questions pre-event so our speakers can tweak their presentations and directly address your learning objectives

» Post-seminar report

Benefit from an in-depth report which captures critical questions and discussions points, key takeaways, stats and quotes and commentary from our speakers

» Learning materials

Receive copies of full presentations from the seminar so you can share your learning with colleagues from your organisation

» Exclusive access to HSJ content

20% off any HSJ subscription, promotional code supplied directly after booking

» Interactive sessions

Get specific questions answered during interactive round-table sessions with our expert speakers so all your knowledge requirements are answered on the day



Why attend Wilmington Healthcare Seminars

- ✓ Perform more effectively in your role and contribute fully to your organisation's commercial strategy by gaining extensive knowledge of the changing NHS
- ✓ Better understand the challenges and priorities of your NHS customers by hearing real insights from NHS leaders
- ✓ Interact with subject matter experts from HSJ and Wilmington Healthcare for advice on how to develop an engagement strategy for working with the NHS
- ✓ Receive a comprehensive update on the NHS landscape by investing just one day out of the office – the most time efficient way to build your knowledge and understanding

Wilmington Healthcare Seminar speakers include:



Simon Banks

Chief Officer, Wirral Health and Care Commissioning



Dan Bunstone

Chair, Warrington CCG



John Chater

Solutions Director, Education and Training Wilmington Healthcare



Nick Carding

Correspondent, HSJ



Bob Ricketts

Director of Support Services Strategy and Market Development, NHS England



Steve How

Business Development Director, Wilmington Healthcare



Oli Hudson

Content Director, Wilmington Healthcare



Rob Knott

Chief Strategy Officer, Virtualstock



Nicola Harrington

Procurement Director, DHL Supply Chain Ltd



Rebecca Thomas

Correspondent, HSJ



Dave West

Deputy Editor, HSJ

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"Great panel of presenters that was able to answer a wide range of questions"
Helen Twigg, UK Operations Manager, NxStage

"A good workshop conference 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

"Interesting and helped to reinforce some of the market access strategies we have in place"
Andrew Costello, Product Specialist, Lima Orthopaedics

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

"Informative and good explanations – despite the topic (NHS structure) – being complicated, ever changing and often unknown"
Paula Coupland, Strategic Partnership Manager, Medtronic Ltd

"A varied top-level conference delivered by experienced and knowledgeable speakers"
Stephen Shaw, Corporate Account Manager, Cook Medical

"Lots of great information and very interactive giving plenty of opportunity to ask questions"
Benn Moffat, Business Development Manager, Zarges UK

"(The seminars) always provide me with a shortened version of what is happening in the NHS and concentrates on key points. I could not spare the time to do all the research myself; so, these events are invaluable"
Caroline Curran, National Accounts Manager, Clinimed Ltd



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