



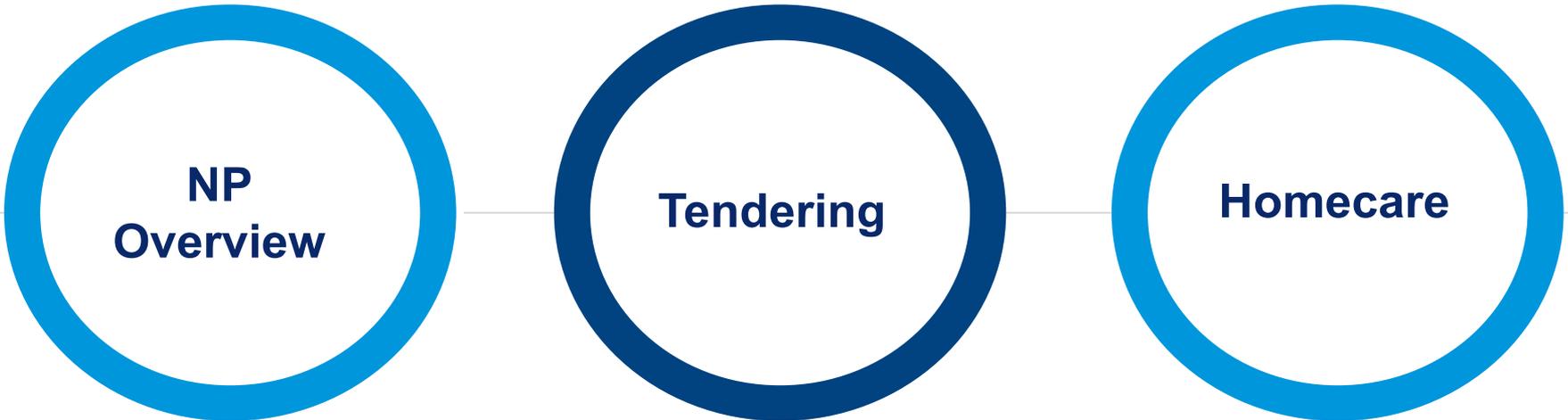
National Procurement Update



29th
November
2019

Lindsay McClure
NHS National Services Scotland

Presentation Overview



**NP
Overview**

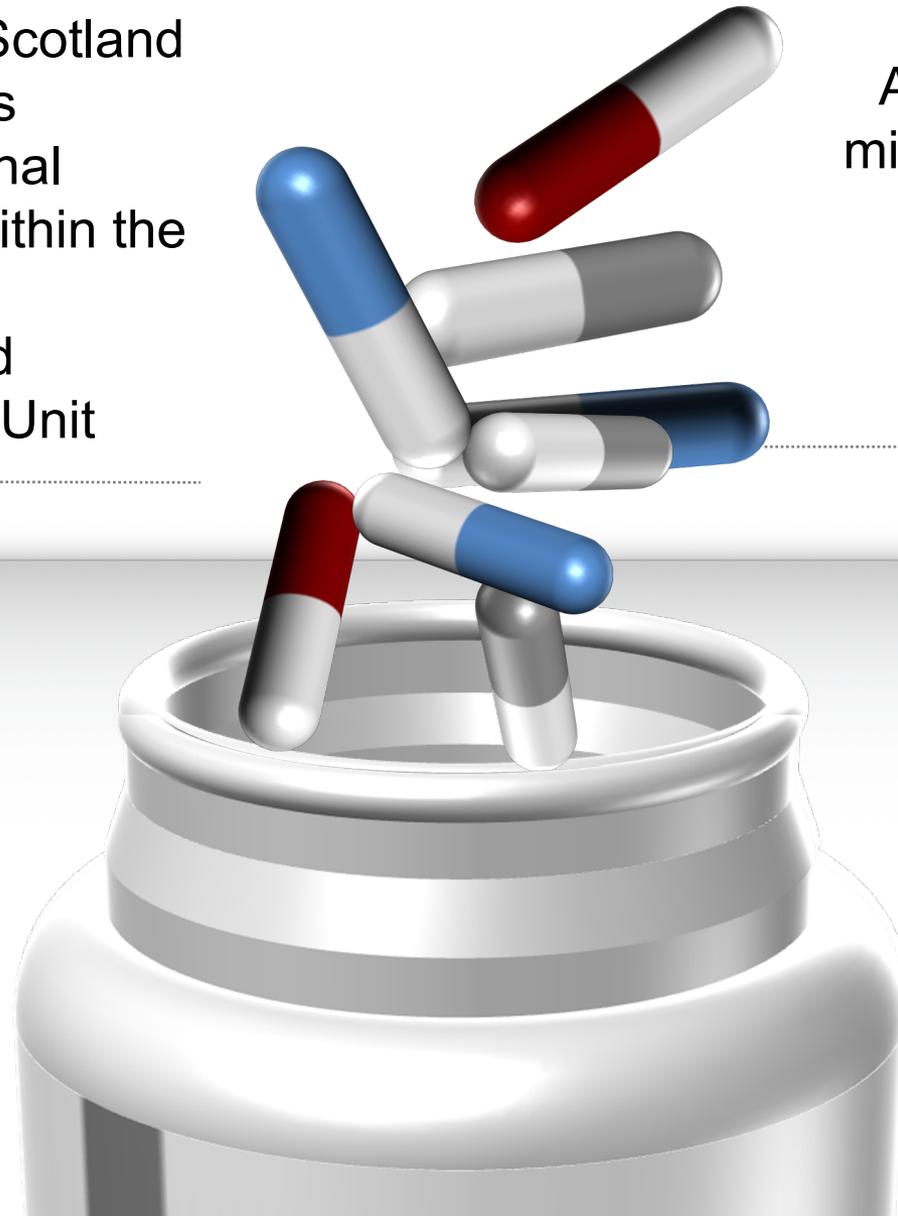
Tendering

Homecare

About National Procurement

National Services Scotland is a shared services organisation. National Procurement sits within the Procurement, Commissioning and Facilities Business Unit

A small team with a mix of pharmacy and procurement professionals support medicines procurement



Key Contracting Areas (Medicines)

Support for medicines throughout their lifecycle:

In-patent Medicines

- Pre-SMC Approval: National Procurement hosts the Patient Access Scheme Assessment Group.
- Post-SMC Approval: Tendering in areas of therapeutic competition.

Generics & Biosimilars

- Tendering for the supply of generic medicines.
- Optimising the benefits from the introduction of biosimilars.

Unlicensed Medicines

- Dose-banded chemotherapy; neonatal-PN; unlicensed imported medicines.
- Close working with the new NHS Pharmaceutical Specials Service in Tayside.

Key Contracting Areas (Medicines Setting)

NHS Scotland hospitals and also:

Primary Care

- Primary care rebates.
- Helping enable increased use of community pharmacies to supply speciality medicines.
- Flu Vaccination central procurement and distribution.

Homecare

- NHS-commissioning of homecare.
- Supporting Boards to improve the governance and performance management of manufacturer-commissioned homecare e.g. Managing the Scotland-wide Homecare SLA.

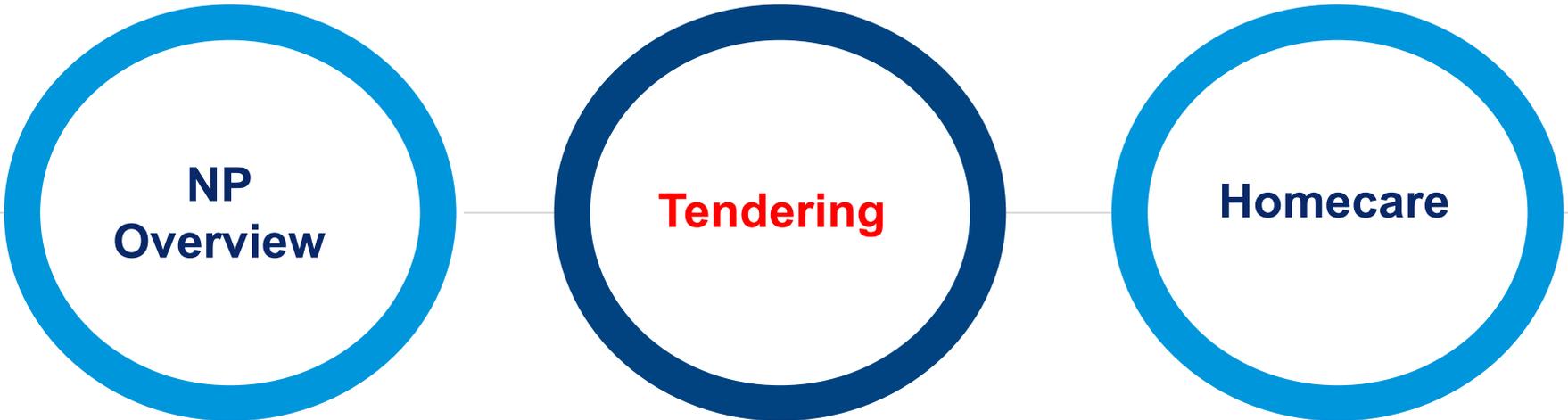
Prison Pharmacy

- Contract manage the outsourced pharmacy service provided to Scottish prisons.

Emergency Planning

- Managing pharmaceutical countermeasure stockpiles.

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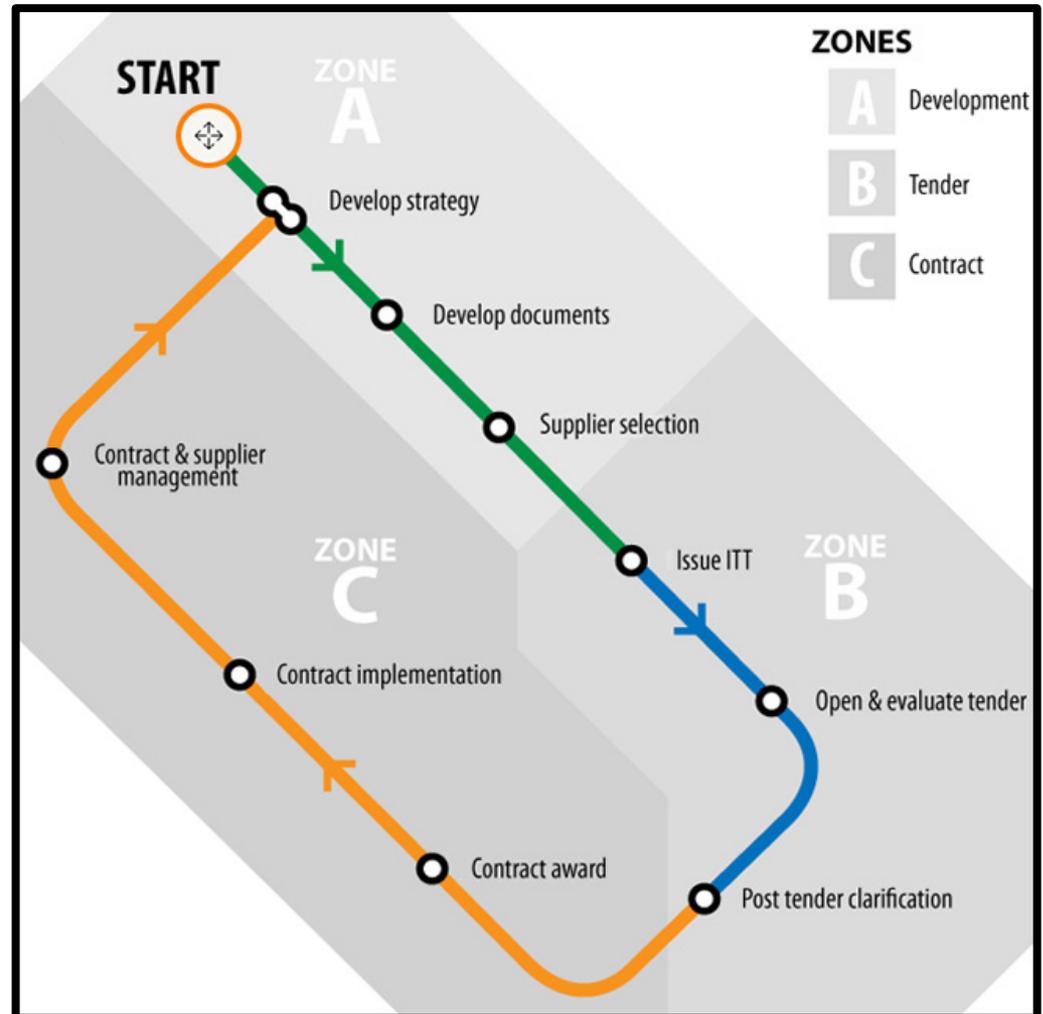
Homecare

Standard Procurement Journey

The EU Procurement Directives have been implemented in Scotland via Public Contracts (Scotland) Regulations 2015.

Three main stages to the procurement process:

- Development
- Tender
- Contract award and Implementation



Clinical Engagement



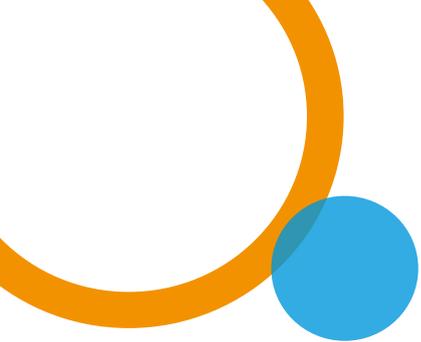
- Clinical stakeholders are central to all procurement activity at National Procurement. Clinical input is via Clinical Advisory Panels (CAPs).



- The NP strategic sourcing team facilitate the procurement process. Each Framework has a lead procurement officer.



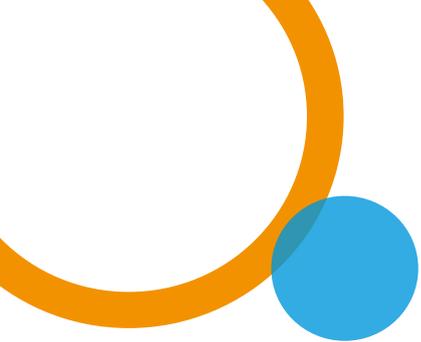
- Clinical decision making lies with the clinical decision makers who work closely with the team at National Procurement to help balance their financial and clinical pressures.



Procurement Procedures

One of the following procurement approaches is used for most medicines Frameworks :

- Open Procurement
 - Opportunity advertised on the Public Contracts Scotland website.
 - Any interested supplier can bid if they meet the minimum requirements set out in the contract notice (e.g. holds a marketing authorisation for the medicine).
- Negotiation without Advert (NWA)
 - Used where there is only one supplier of a product that has protection of exclusive rights e.g. patent protection.
 - Shorter timelines
 - No advert but there is a published contract award notice.



Award

Types of Framework Agreements

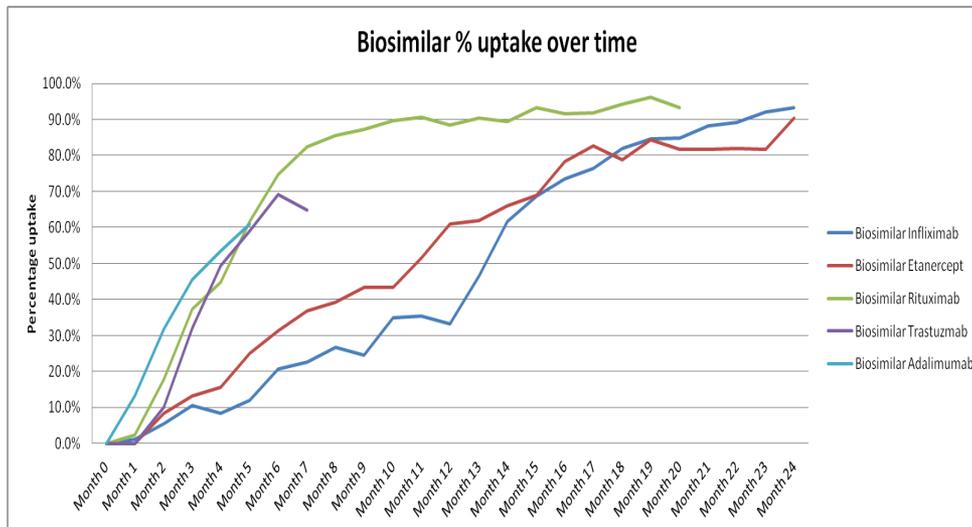
- Single Supplier
- Multi-Supplier Framework
- Ranked Multi-supplier Framework

Award Criteria

- Price and non-price factors relevant to the commodity

Biosimilars

- Multi-supplier frameworks used to date.
- National Biosimilars Prescribing Framework
- Implementation (Switch) Support
- Biologics cost comparator



Biosimilar Medicines

A National Prescribing Framework

March 2018

In-patient Medicines: Hepatitis C

- National treatment guidelines identified products of similar clinical efficacy.
- Products tendered via the NWA Process and pricing shared with Boards.
- Health Boards selected the product that was lowest price within the various treatment categories set out in the guidelines.
- Approach recently updated. Following engagement with suppliers, NP tendered for a price per treatment course and a Board-level spend cap. Supporting Boards to increase patient numbers within fixed budgets.

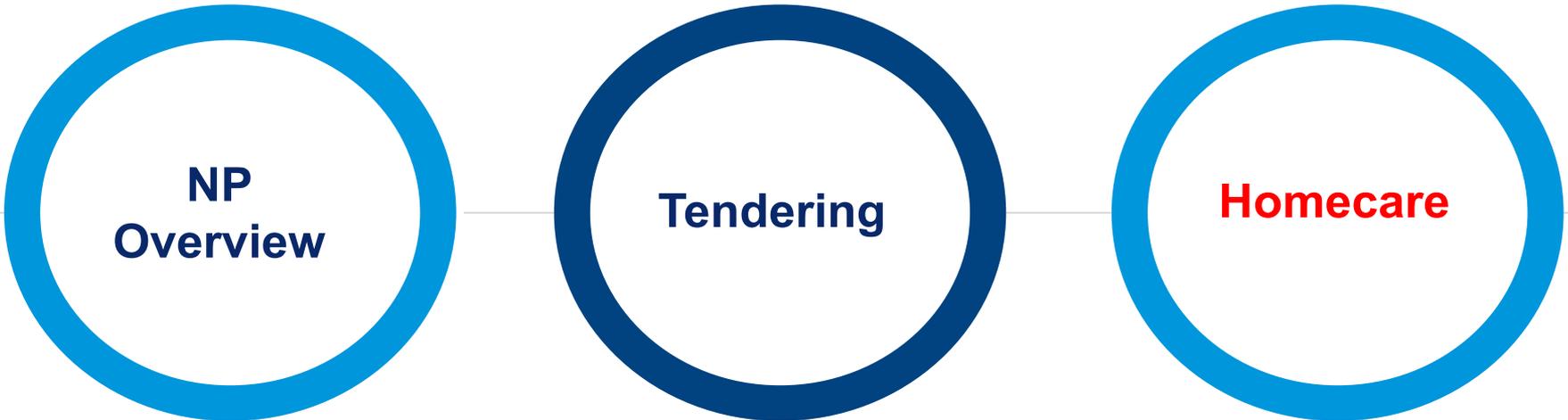


**National Clinical Guidelines
for the treatment of HCV in adults**

Version 5

June 2018

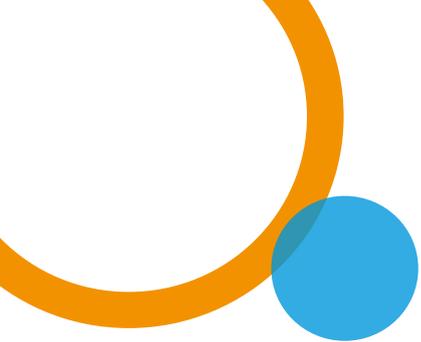
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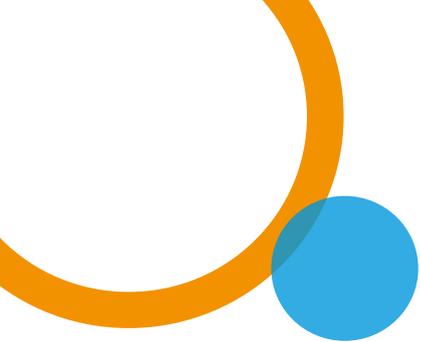
National Approach to Homecare

NHS Scotland Medicines Homecare National Governance and Management Group:

- Once for Scotland review of services proposed by manufacturers and service governance.
- Advice to National Procurement on NHS commissioning of homecare.
- NHS Scotland level engagement with providers on continual improvement of service levels.

Membership includes homecare leads from all Health Boards with nursing and primary care representatives. Monthly meetings.

Contact for homecare queries: nss.pchc@nhs.net



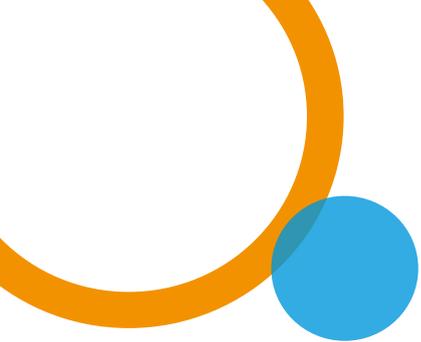
Medicines Homecare Update

Where homecare service is required, the strong preference of NHS Scotland is for homecare services to be commissioned by the NHS. Key drivers:

- Governance
- Efficiency
- Sustainability
- Ensuring services meet the needs of the NHS

NHS Scotland is keen to work with companies to ‘unbundle’ services from product costs:

- ‘With’ and ‘without’ manufacturer-commissioned homecare pricing.
- Addition of products to an NHS commissioned homecare framework.
- Agreeing a Scotland-wide transition date.



NHS Commissioning of Homecare

- New 'Low and Mid Tech Homecare' Framework introduced November 2018.
- 2 Lots:
 - Dispensing and Delivery of oral medicines.
 - Dispensing and Delivery of subcutaneous injections with provision for device training.
- Multi-supplier award
- Flexibility to add new Products.
- HPN, PD and Blood Clotting Factors remain as separately commissioned services.

Dispensing , Delivery, Device Training (Subcutaneous Injections)
Alcura UK Ltd
Calea UK Ltd
Fresenius Medical
Healthcare at Home
HealthNet Pharmacy
LPCH
Pharmaxo Pharmacy
Polar Speed Distribution

Proposing a New Service

- UK-wide Homecare Service Proposal (HSP) form (formally known as Form A) adopted for use in Scotland.
- Processes for the review and implementation of services continue to differ around the UK.
- In Scotland, the form is reviewed by the NHS Scotland National Medicines Homecare Governance and Management Group who can confirm whether the service meets the needs to the NHS and there is demand.
- Currently piloting collaborative working with other home countries on the clarification process following initial receipt of a proposal.

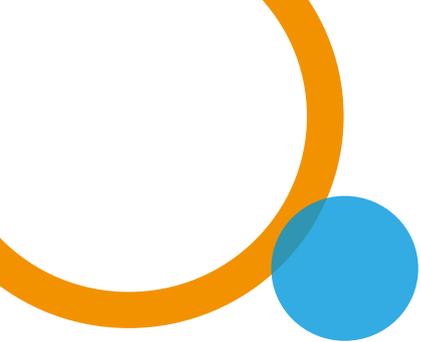
NHMC
National Homecare Medicines Committee

Manufacturer-Commissioned Homecare Service Proposal (HSP) Form

NOTE: This form should be completed and submitted by manufacturers seeking to offer a new or amended manufacturer commissioned homecare service to the NHS. There are different arrangements for the review of proposed services across the UK; information on the review process in each of the home countries is available from the relevant NHS homecare lead. Completed form to be saved as a Microsoft Word® document using the following naming convention: YYYYMMDD Generic Drug Name (Brand Name) Homecare Service Proposal

General Information

Brand Name:	<input type="text"/>
Generic Name:	<input type="text"/>
Manufacturer Name:	<input type="text"/>
Manufacturer Contact Details:	<small>Please include the name, email address and telephone number for the lead contact for this service within the company.</small>
NHMC Good Practice Principles:	<small>Please confirm that the manufacturer named above has completed the 'Statement of Intent to Comply' with the NHMC Good Practice Principles. If not, please detail reasons.</small>
Patent Status:	<small>Anticipated year of patent expiry.</small>
HTA Review Status:	<small>For newly launched medicines, please confirm that the medicine has been recommended for use in the NHS or provide the anticipated date for a decision if an assessment is planned or underway. Please provide this for each of the home countries e.g. NICE, SMC and other relevant decision-making bodies.</small>
Medicine Pricing Agreements:	<small>Please provide a summary of existing or anticipated commercial agreements e.g. a PAS, a Framework Agreement, an LAMS or pre-HTA, free-of-charge stock agreement. There is no need to include prices.</small>



Scotland-wide Homecare SLA

- There is a Scotland-wide Homecare SLA in place with all major homecare providers.
- National Procurement administers changes to the SLA on behalf of Health Boards where authorised by the national homecare group.
- SLA Structure
 - Standard terms and conditions
 - Standard Service specification
 - Information Sharing Protocol
 - Service-specific requirements detailed in appendices (one appendix for each manufacturer-commissioned service)

ANNEX 2 TO THE MEDICINES HOMECARE SLA COMMISSIONING LETTER
THE MEDICINES HOMECARE SLA CONDITIONS

Medicines Homecare SLA Conditions

FILE REF: XFFC/188 NR/LW

Proposing Service Governance

- Once there is confirmed demand for a service, the provider completes the Homecare Service Governance Form (Form B) which includes a proposed service specific appendix to the NHS Scotland Homecare SLA.
- If authorised by the national homecare group, National Procurement arrange for the appendix to be added to the established Scotland-wide SLA with the provider and issue an implementation pack to the Health Board.
- Boards remain responsible for undertaking local risk assessments and determining whether the service will be used.

STRICTLY CONFIDENTIAL Page 13

Manufacturer-Commissioned Homecare Service Governance: Form B 

NOTE: This form should be submitted by medicines homecare providers. The completed form will be shared with the NHS Scotland Medicines Homecare National Governance and Management Group to enable them to undertake a (once for Scotland) review of the service governance including the proposed service-specific appendix to the Standard NHS Scotland Homecare SLA. Membership includes the homecare leads at every Health Board. Completed form to be saved as a Microsoft Word document using the following naming convention: YYYYMMDD Generic Drug Name (Brand Name) (Provider Name) Homecare Form B. Refer to the National Service Management Process for Manufacturer-Commissioned Homecare Services document for further information and guidance on completion.

General Information

Brand Name:	
Approved Name:	
Commissioner Name:	The name of the manufacturer that has commissioned the service
Provider Name:	
Provider Contact Details (Agreeing Governance):	Please include the name, email address and telephone number for the lead provider contact for agreeing the SLA and associated service governance arrangements.
Provider Contact Details (Implementation):	Please include the name, email address and telephone number that health boards can contact if they wish to progress implementation of the service post review by the national group.

Service Documentation

The proposed SLA Appendix should be completed on page 2. Please insert into this document, below, copies of patient-facing service documentation where a (once for Scotland) review is requested, for example patient information materials, patient registration form or prescription form. There is no need to provide internal standard operating procedures unless this was specifically requested.

Service Documentation Provided:	Please provide a list of the documents submitted for review.
Use of NEMC Standard Documentation:	If the documentation provided differs from NEMC standard templates (where in existence), please provide reasoning for this.
Engagement with Commissioner:	Please confirm if the service commissioner has reviewed the service specific appendix and patient-facing service documentation.

NHS Scotland Homecare Service Governance Form V1, Form last updated March 2017

Homecare Hot Topics

- Nursing Governance: Ensuring that all providers delivering nursing services in Scotland are registered with the Care Inspectorate (Scottish equivalent of the CQC).
- Geographical equity of service provision.
- Governance arrangements for smartphone apps promoted to patients via homecare services.



Medicines Homecare Update
Issue 4
July 2019
Homecare National Governance & Management Group

Welcome.

Welcome to the fourth NHS Scotland stakeholder newsletter for homecare providers and pharmaceutical companies. We welcome feedback to nss.pcho@nhs.net.

Transitioning to NHS Commissioned Homecare: In November 2018, a new NHS commissioned low- and mid-tech Homecare Framework was introduced in Scotland. Products can be added to the Framework during its lifetime including where a manufacturer is willing to work with NHS Scotland to transition established manufacturer-commissioned services to NHS-commissioned arrangements ('unbundling' the service from product price).

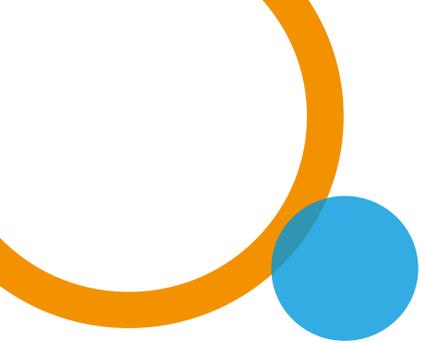
A number of products have been transitioned successfully to NHS commissioned homecare in recent months. In each case, a Scotland-wide transition date was agreed in advance of making the change for simplicity for the manufacturer, providers and Boards. Two prices, 'with' and 'without' manufacturer commissioned homecare were requested during tendering.

Companies can also work with National Procurement in advance of the launch of new medicines to ensure that NHS commissioned homecare is set-up if likely to be required by Health Boards.

Care Inspectorate (CI) Registration: There are different regulatory arrangements for nursing services across the UK. Scotland's regulator is the [Care Inspectorate](#).

There is significant breadth in the nature of nursing services being offered from telephone support through to ongoing administration of medicines in the home setting. To deliver nursing services in Scotland, the provider delivering the service must hold Care Inspectorate registration or be able to provide evidence that given the nature of the service, registration is not required under the Public Services Reform (Scotland) Act 2010. Where CI registration is required, holding registration with the English regulator, the Care Quality Commission (CQC), is not sufficient.

New Homecare Service Proposal Form: The NHMC has developed a new [Homecare Service Proposal \(HSP\) Form](#) for manufacturer-commissioned homecare. This has been adopted in Scotland, replacing 'Form A'. Scotland has a national service review process. To propose a service for implementation in Scotland, the NHMC HSP form should be emailed to nss.pcho@nhs.net.



Questions?