

PS

NHS
Purchasing and
Supply Agency

Purchasing and supply news

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authentic ethnic meals



THE DRIVE FOR VALUE FOR MONEY ENERGY EFFICIENT LIGHTING PRODUCTS TRANSPORT
OF INFECTIOUS SAMPLES LEADERSHIP PROGRAMME EXCEEDS EXPECTATIONS
CONTINENCE PRODUCTS FOR CHILDREN NEW VOICE, VIDEO AND DATA AGREEMENT

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**TRANSPORTATION
OF INFECTIOUS SAMPLES**

PS magazine – please give us your feedback

Please let us know your views on the publication – good or bad – and any suggestions for improvements or topics we should cover.

We would also be very pleased to receive feedback on any of our other publications and website.

Contact Janet Bullard on
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the drive for value for money continues

Building on the success of the first wave of agreements negotiated as Wave 1 of the National Contracts Procurement Project, the Agency's category teams have now embarked on tendering exercises for the chosen products and services for Wave 2.

Key features of the project are:

- obtaining comprehensive data from trusts
- more robust stakeholder engagement
- creation of category consultation groups
- a commitment to working with suppliers for the benefit of the NHS.

Stakeholder engagement a priority

Our primary objective is to ensure that all the national framework agreements being negotiated are well informed by the most appropriate level of stakeholder consultation.

Each category will have a consultation group which will include representatives from:

- the category teams including NHS PASA and consultants
- confederations and collaborative procurement hubs
- users of the products or services.

Throughout the process we will also be consulting with suppliers and their trade bodies.

Appliances

Although appliances which are covered by Part 9 of the Drugs Tariff will be reviewed as part of Wave 2, the process will be different. The Department of Health (DH) will first be entering into a formal consultation process following Cabinet Office guidelines.

The objective is to ensure that the NHS is getting best value for money from available spend and DH has identified a number of options which could deliver this.

However, it is essential to know the market's view of these options. Therefore the formal consultation is expected to begin in October. Details will be posted on the DH website at www.dh.gov.uk/Consultations/fs/en as soon as they are available.

As the process takes 12 weeks, findings will not be available until the new year.

More information

For more information about NCP Wave 2, contact the category lead listed below or talk to your local confederation or collaborative procurement hub. You can also find information on our website at www.scep.nhs.uk/procurement/

For more information about the Supply Chain Excellence Programme see the website www.scep.nhs.uk.

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authentic ethnic prepared meals

For the first time, a national framework agreement has been put in place for authentic ethnic meals. These are meals which satisfy specific religious/cultural food requirements.

Although dishes such as curries are available through our existing agreements, the ingredients and manner of food preparation do not necessarily satisfy these requirements. Previously the supply of these meals relied on local agreements, prices have been high and quality variable. With constantly growing demand, the time was right for a national agreement.

Meal types include:

- African
- Halal
- Kosher
- Caribbean.

Compliance assured

The team working on the agreement are committed to being able to assure consumers that the products meet the requirements of their religious laws. Although there is not yet a nationally agreed standard, for Halal food the Muslim community has its own food authorities which approve suppliers. To ensure that meals available through this agreement meet the standards, an Imam and a Rabbi were members of the product group which developed the agreement, as well as representatives from the NHS.

Pre-offer, the product group set the aims of the project which were:

- to achieve nutritious, authentic ethnic food products sourced from accredited suppliers

- work towards the quality and nutritional requirements as determined by the Better Hospital Food Programme
- all contracted suppliers to be approved against the NHS Code of Practice
- to meet the once-only principle to maximise the employment of resources within the NHS
- to achieve greater leverage by concentrating the NHS requirements into a single agreement
- food safety and religious accreditation which would mean less need for friends/relatives to bring in food for patients.

Developing the agreement

The product group was involved in the development of the specification and tender documents from the start to ensure that the needs of the NHS trusts and patients were considered, and to set the evaluation criteria prior to receipt of tenders.

As with all our food suppliers, every supplier of these products had to demonstrate compliance with appropriate food safety standards.

The evaluation criteria included:

- food safety and religious accreditation
- product quality
- price
- packaging
- service and support.

Product specifications were determined pre-offer in collaboration with the product group to ensure authenticity. The product group then met on a regular basis throughout the tender process to carry out product evaluations and discuss awards.

Two tasting evaluation sessions were held in May at Fairfield General Hospital, Bury, and in June at St. Mary's Hospital, London. Members of the evaluation panel included product group members, caterers, dieticians and members of the religious community.

For more information about this agreement see our website at www.pasa.nhs.uk/food/

or contact Kim Haskins, phone 01924 328738 or email kim.haskins@pasa.nhs.uk



green and glowing

energy efficient lighting products

The new national framework agreement for the supply of electric lamps and fluorescent tubes went live on 1 July 2005.

It has a number of key features:

- wide range of energy efficient products
- contract can be used by facilities management (FM) companies employed by trusts
- competitive prices
- choice of three suppliers
- high levels of service
- technical support and energy surveys
- available to all trusts in England and Wales.

Environmental procurement

The procurement exercise formed part of the Agency's environmental procurement pilot project. The procurement team worked closely with the sustainable development team and environmental consultants, British Research Establishment (BRE), to identify the scope of the project and how energy efficient lighting can be promoted within the NHS.

Two projects emerged:

- the new agreement for general maintenance
- energy efficient solutions for new build and refurbishment.

Introducing energy efficient solutions in new build or refurbishment will ultimately increase the demand for replacement lamps and tubes in the future. It will also deliver energy efficiencies and whole life cost benefits to the NHS. This area is being taken forward with the NHS Procure 21 construction project team.

The right specification

As well as consulting our NHS users, through our incumbent suppliers we identified the types of energy efficient products which were already being used by the NHS. Working with the suppliers and BRE we identified further products which could be considered for inclusion in the tender.

The tender offer schedule focused on a basket of 150 commonly used lighting products across the range of product groups – of this over 75% were energy efficient products. This was an increase of 30% from the previous contract.

The environmental section of the specification required the successful suppliers to reduce the energy intensity of supplied lamps and tubes over the lifetime of the contract. This would be done by:

- developing energy efficiency key performance indicators (KPIs) that will be used to verify that the contract requirements have been met and setting energy reduction parameters
- assisting in achieving the NHS mandatory energy target that calls for a 1.5% reduction in energy consumption per annum
- promoting the benefits of low energy product options compared to less efficient products and endeavouring to influence change in the buying habits of our customers



- working with the manufacturers to incentivise the bulk purchase of lower energy products, enabling cost benefits to be passed onto the NHS users
- promoting the benefits of low energy solutions such as planned maintenance programmes, which reduce maintenance costs.

The suppliers will also raise awareness of the new lighting and colour publication, *Lighting and colour for hospital design*, which includes maintenance activity. This will help informed purchasing decisions for lamps.

BRE also provided a technical presentation on energy management in healthcare to the pre-tender meeting of our five selected suppliers, who were invited to tender.

The result

The tender evaluation ensured that the environmental procurement considerations of the supply of energy efficient product, innovation and promotion of these benefits were reflected as a high priority. We have sought to help bring about the best economic solution to the NHS for the supply of lamps and tubes through this award.

The contract CM/FMM/04/3171 for a four year term, commencing 1 July 2005 was eventually awarded to the three suppliers:

- Genesis1:3 Limited
- Hagemeyer (UK)
- Smith Bros.

The prices submitted show an overall improvement on the old contract and one of our suppliers has frozen prices for the duration of the contract.

Maintaining standards

The area of contract management, focusing upon how our suppliers deliver their offers to the NHS, is critical. The Agency's new estates category team will implement agreed KPIs as part of the contract management process with our suppliers. BRE have also applied for funding from the Carbon Trust to specifically continue working with us on delivering the best economic lighting solutions for the NHS.

Regardless of this outcome, we will take forward the drive and impetus generated by this project in delivering environmental benefits and savings to the NHS.

For further information see our website at: www.pasa.nhs.uk/estates or contact Tony Ryan on 01244 586815 or email tony.ryan@pasa.nhs.uk

new voice, video and data agreement

wider scope, wider audience

The new voice, video and data services agreement is available for the first time to all the home countries.

Trusts can choose from 70 suppliers who between them offer a range of 29 different services. The wider public sector can also use the agreement whether working on their own projects or jointly with the NHS.

The agreement was developed jointly by the procurement teams from each of the home countries. To ensure that it met the technical and operational requirements of all trusts, central technical departments and a number of trusts were involved in specifying the services to be covered.

Scope

The scope of the agreement is much wider than that of the previous one. Suppliers choose to specialise in certain areas. A matrix of suppliers and the products and services offered can be found in the new briefing document which is available on our website.

Existing products and services continue to be included covering:

- supply, maintenance and managed services for telephone systems
- networks
- cabling
- video conferencing
- voice processing
- call management.

A number of additional areas were identified to be added, these include:

- charge card services
- communications security
- internal directory services
- lone worker monitoring products and services
- wireless networking as a category in its own right
- on site paging
- payphone services
- solution provision
- voice services.



For a full list of services and suppliers visit our website at www.pasa.nhs.uk/computing/bn_vvd_products_services.doc or contact Nick Grealy, email nick.grealy@pasa.nhs.uk or phone 0118 980 8779

pH indicator paper and strips

In June 2004, the Medicines and Healthcare products Regulatory Agency (MHRA) published a Medical Device Alert (MDA/2004/026) which warned that malpositioned nasogastric tubes could go undetected when testing aspirate if blue litmus paper were used.

The National Patient Safety Agency (NPSA) published a paper in February 2005, *How to confirm the correct position of nasogastric feeding tube in infants, children and adults*. Both bodies recommended the use of pH indicator paper with the appropriate range.

Acting on the recommendations

As a result of the recommendations, the Agency held a meeting with the NPSA to discuss the opportunity of working together to look at areas where improvements can be made e.g. technical information, training offered to end users etc. A member from the Clinical Procurement Specialist Group also attended the meeting to assist with developments.

We also arranged a meeting with NHS Logistics and the suppliers on the current framework agreement, which

started in April 2005, to forewarn them of the development and of the increase in demand for pH indicator paper the change in practice was likely to cause. The meeting was very constructive and we are expecting strong support from the NPSA, suppliers and trusts. A further meeting was planned for the end of September to involve the Agency, suppliers, the NPSA, Clinical Procurement Specialists, and a representative from the NNNG (National Nurses Nutrition Group) was also invited to attend.

Additional alert expected

A further Patient Safety Alert will shortly be issued by the NPSA, *How to confirm the correct position of nasogastric feeding tubes in neonates (preterm to 28 days)*. As a result of this further advice, there is expected to be additionally increased demand for the supply of pH papers.



For further information and details of products available visit www.pasa.nhs.uk/medsurg/shared/medicaldiagnostics/lab_cons.stm

or contact June McMullan on 01924 328807
email june.mcmullan@pasa.nhs.uk

pilot leadership programme exceeds all expectation

Procurement in the NHS is currently undergoing the most radical changes it has experienced in recent years to help ensure the best possible service for its customers, and hence, release vital resources for patient care.

The NHS needs excellent procurement managers, with keenly developed leadership skills, to help drive through the required changes and contribute to the wider change process in a dynamic and progressive way.

And so the need for a leadership programme to hone the skills of potential future leaders in NHS procurement was born. Turning this need into a reality became the task of the project design team, chaired by the Agency's Faye Robinson and comprising six confederation leads, and representatives from the Agency's training team and Stratagem consultants.

The result is a programme which is dynamic, fast-paced, motivational and challenging. Its design is modular, spread over a six month period and supplemented by workplace mentors.

Module 1 began in April 2005, when twenty-one pre-selected delegates assembled in Stratford-upon-Avon for the start of an intensive three days incorporating:

- key themes of leadership
- understanding of self and impact on others
- interpersonal skills
- an introduction to change management.

The development of these themes involved self analysis, discussion groups, workshop activities and a 'live' case study based on an existing confederation. These helped to embed some of the thinking and concepts of leadership, and to broaden and develop the participants' understanding and thinking in these areas.

Module 2, a one-day event swiftly followed in June and provided a timely opportunity for participants to consolidate their learning so far and discuss how each had used the concepts covered in the first module and to analyse and assess their relationships and leadership styles in their own work situation. A further case study based on NHS procurement provided yet another opportunity for delegates to embed some of the learning achieved so far, and to question those who had used their skills and knowledge of leadership theories to analyse their own work environments.

The day drew to a close with participants working in small groups with an appointed assessor, to fine-tune their individual assignment topics to be submitted for assessment in early August, prior to module 3 in late September.



Core design team (L-R) Faye Robinson, Chris Uden, Mike Carter, Paul Butterfield, Lesley Smith, Nevin Stewart and Ian Shepherd

Exceeding expectations

The project design team met in August to fine-tune module 3, and all members present agreed the programme had, so far, exceeded expectations.

"The Leadership programme was designed to extend the knowledge and skills of delegates in leadership and organisational change by providing a range of intensive theoretical and practical units in the style of a condensed MBA module. I am delighted to say that this first group of delegates has risen to the challenge by far exceeding what they thought themselves capable of absorbing and delivering in a comparatively short period of time. Some of the written work submitted would have passed the full MBA assignment criteria without alteration – a considerable achievement!"

Dr Mike Carter

Fellow of the University of Bath & Director Stratagem Consulting

"The pilot leadership programme has proved an unequivocal success in helping shape and develop the delegates' leadership skills. Its inestimable value as a personal development opportunity for aspiring senior procurement professionals in the NHS, is something I cannot commend too highly."

Paul Butterfield

Director West Midlands Procurement Alliance

"I've been inspired by the drive, enthusiasm and passion of all delegates on the Leadership programme. The future of NHS procurement is in good hands as they adapt to turning theory into action."

Ian Shepherd

Procurement Director Peninsula Purchasing and Supply Alliance

Module 3 will equip participants with the knowledge, skill and self-awareness to return to work and make a difference. It will also give them an opportunity to influence the nature of ongoing support/participation which they would welcome.

"Through completing this course it has helped clarify the ways leadership can be manifested. I view the role of a leader much differently than I did prior to being on the Leadership programme. It has also reinforced my thoughts on the importance of life-long learning."

Chris Spark

Strategic Sourcing Buyer Peninsula Purchasing & Supply Alliance

"If you lead or aspire to be a true leader in the future, the Leadership course provides a sound knowledge bank for theoretical and practical experiences pulled together by experts in their fields. It should be part of all leaders' PDPs."

Alan Hoskins

Head of Procurement Portsmouth Hospitals NHS Trust

"This course offered me the opportunity to take time out and think strategically about my role and how I perform. I found that by applying a bit of theory to the process of change management, it actually does improve outcomes."

Phil Carter

Head of Procurement Dudley Group of Hospitals NHS Trust

"The course has provided me with a unique opportunity to develop my skills in leadership with both the tutors and with like-minded NHS colleagues. This should lay the foundation for transforming the role of procurement."

Mark Gronow

Head of Purchasing and Supply Plymouth Hospitals NHS Trust



If you are interested in applying to participate in the next Leadership programme for procurement managers in 2006, please contact Faye Robinson, email faye.robinson@pasa.nhs.uk

enteral feeds involving everyone, including patients

There are many developments happening in the enteral feed market. The Agency is working closely with patients and clinicians to ensure that patients' needs continue to be met and clinical standards maintained.

The Agency aims to work as a facilitator, working with all stakeholders to examine the impact of the changing environment on the whole health economy.

We re-established the National Enteral Feed Group in 2005 and invited several new members to ensure as wide a stakeholder consultation as possible. A key new member is Carolyn Wheatley. Carolyn is Chair of the patient support group Patients on Intravenous or Nasogastric Therapy (PINNT).



Carolyn Wheatley

The national group now consists of:

- experienced dietitians from the acute and community areas, covering adult and paediatric remits
- prescribing specialists
- procurement specialists
- nutrition nurses
- patient group representatives
- industry representatives.



from left to right: Vera Tovdoric, Alexa Scott, John Fuller, Helen Reilly, Karen Guth, Pat Howard, Kathleen Dennis, Lesley Taylor, Malcolm Tell.

The Agency facilitates and chairs the group

In order to continue to understand the market in depth and be able to provide input into developments, the Agency has become a member of the British Association for Parenteral and Enteral Nutrition (BAPEN) and is seeking to become an established member on the Advisory Committee for Borderline Substance (ACBS) managed by NICE and the Department of Health.

Developing guidance

Working with Carolyn and the national group has established some guidance notes for patients who are invited to become part of their local adjudication team. This will appear on the PINNT website www.pinnt.co.uk

The procurement guide for those involved in purchasing enteral feeds has had a major revision and is available on our website at www.pasa.nhs.uk/pharma/specialised/enteral_feeds.stm It provides procurement guidance for the provision of nutrition supply services including feeds, pumps, consumables and a home delivery service.

For further information contact Lesley Taylor on 01254 879568 or email lesley.taylor@pasa.nhs.uk

continence products for children

new development with family involvement

Thousands of handicapped people have to use continence products throughout their childhood. As well as the difficulties caused by their disabilities, it seems very unfair that they should also have to use continence products which have not been designed to fit them.

Products currently available are designed for either babies or adults and few of these products are satisfactory for older children. Toddlers' sizes get to be too small. Adult sizes do not fit so they leak and, very important as most of our children take pride in their appearance, are obvious and unsightly.

Working together for results

For the last year the Agency has been working with suppliers, continence advisors and parents to develop an incontinence pad which is suitable for use. Two focus group meetings were held in May 2004 and April 2005, attended by continence advisors from the North West area, parents of handicapped children, a supplier and the Agency.

At the first meeting the continence advisors and parents devised their ideal specification for the pad which the supplier took back to their manufacturing facilities to see if it was feasible to develop the 'ideal' pad. Topics covered included:

size bridging the gap between toddlers and adults

shape children are a different shape to adults so adult products do not fit. Even if disabled, the children are likely to be very active so features such as wider and more flexible waistbands can help.

materials looking at a range of fabrics to find out what is best for children's skins and their active lifestyles.

The supplier produced samples for evaluation by the continence advisors and families. At the second meeting the evaluation results were discussed and some minor changes were suggested. The supplier is now working on a new range of samples for evaluation.

We hope to develop an acceptable product and make it available from NHS Logistics early next year.



For further information please contact Janet Booth, Category Manager on 01924 328827 or email janet.booth@pasa.nhs.uk

new centre for evidence-based purchasing

The NHS PASA Centre for Evidence-based Purchasing (CEP) was created on 1 September 2005 when the Device Evaluation Service transferred from the Medicines and Healthcare products Regulatory Agency (MHRA). This was as a result of a recommendation made by the Healthcare Industries Task Force (HITF) to forge closer links between product evaluation and purchasing. CEP will help us to extend the choice of innovative products available for purchase by healthcare providers by providing objective evidence to support the uptake of useful, safe, innovative products and related procedures in health and social care.

HITF recommendations

HITF was set up to bring innovative medical devices and procedures to the market to benefit patients and the NHS and stimulate investment in the UK economy. HITF concluded that the Device Evaluation Service was pivotal to these aims, independently assessing medical devices to ensure reliability, performance and suitability for clinical application. To do this more effectively, HITF recommended that the Device Evaluation Service transfer to NHS PASA.

New direction

Currently, the service is being re-designed to ensure it meets the requirements of HITF and the needs of purchasers throughout health and social care. The starting point for the re-design was a series of workshops with stakeholders. This has helped to scope the vision for CEP and begin to design products that meet users' needs. The scope will expand gradually to:

- cover more healthcare products including innovative products
- provide the NHS and Social Services with cost benefit analysis where appropriate
- develop nationally agreed evaluation protocols
- provide support and guidance to clinical networks undertaking evaluations.

During the re-design process the CEP will continue to publish independent comparative evaluation reports to inform purchasing decisions. Publications are available on the NHS PASA website (www.pasa.nhs.uk/cep).

Professor Kent Woods, Chief Executive of MHRA, said: "The Healthcare Industries Task Force recognised the important contributions which the Device Evaluation Service has made to the NHS over many years. Its move to NHS PASA as the Centre for Evidence-based Purchasing will enhance its ability to support purchasers throughout the NHS by providing rigorous, independent evaluations."

Duncan Eaton, Chief Executive of NHS PASA, said: "We welcome the specialist staff from MHRA and look forward to developing the Centre for Evidence-based Purchasing as a resource for all NHS and Social Care buyers."

NHS PASA Centre for Evidence-based Purchasing contact details:

Centre for Evidence-based Purchasing
Room 152C
Skipton House
80 London Road
London
SE1 6HL

T: 020 7972 6080
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email: cep@pasa.nhs.uk
www.pasa.nhs.uk/cep

race equality and procurement: update on the Mosaic project

Since its launch at the Procurement Solutions for the Public Sector conference and exhibition in June 2004, the Mosaic project has achieved much, including working with prime contractors to open up supply chains; the delivery of 'selling to us' workshops to suppliers; reviewing standard terms and conditions in contracts; identifying and assessing the supplier base; delivering procurement training for non-procurement professionals; and exploring the benefits of consortia purchasing. This update has been supplied by Dr Kemal Ahson, who is the Procurement Advisor to the project which is led by South East London Strategic Health Authority.



The project emerged in response to the Race Relations (Amendment) Act of 2000 (RRA) which requires public authorities to have a positive legal duty to promote race equality. It has sought to align race equality and procurement aims and is organised around three broad goals:

- developing, through pilot sites, good practice of procurement based on Commission for Racial Equality guidelines
- promoting and disseminating the learning from the pilots
- supporting the development of procurement professionals and networks.

Its methodology has three aspects:

- working with NHS organisations and staff
- working with NHS prime or first tier suppliers and getting them to understand the legal responsibility to the RRA
- promoting the use of small and medium-sized enterprises (SMEs), and black and minority ethnic (BME) suppliers.

Fundamentally, the Mosaic methodology works with both the supply and demand sides of the procurement process.

Meeting the challenges

Unsurprisingly, the Mosaic project has faced a number of challenges in aligning race equality and procurement aims: the need for improved efficiency highlighted by the Gershon review; the different ways in which the NHS purchases; claims that the EC procurement directive does not permit the promotion of race equality; and the seemingly lack of dialogue between procurement and race equality professionals. But through providing technical help and fostering dialogue the opportunity to promote race equality through procurement is being seized; crucially, it is also working to support wider moves for change in procurement in the NHS.

The creation of a favourable environment in which equality and economic goals can be complementary will play a crucial part in creating a dynamic and effective NHS. In this regard, the Mosaic project is contributing significantly.

If you are interested in becoming a pilot project or would like further information about the Mosaic project contact: Jennifer Jean-Jacques (Acting Head of Communications), South East London Strategic Health Authority, 1 Lower Marsh, London, SE1 7NT; 020 7716 7059; email Jennifer.Jean-Jacques@selondon.nhs.uk; alternatively visit the Mosaic project website. www.mosaic.nhs.uk

transportation of diagnostic and infectious samples

The Carriage of Dangerous Goods and Use of Transportable Pressure Equipment Regulations came into force in May 2004. Under its requirements, diagnostic and infectious samples are identified by the United Nations substance identification number UN3373 as diagnostic specimens and are subject to Packing Instruction 650.

All trusts have a statutory duty to comply with these regulations when transporting diagnostic specimens from a clinic, surgery, health centre, hospital or other premises to a laboratory for analysis. This will ensure that samples arrive at their destination in good condition and present no hazard to persons during transport. The requirements vary depending on the mode of transportation, classification and conditioning of the specimen.

Three layer packaging required

The packing instruction places a duty on the consignor to use three layers of packaging:

- primary receptacle containing either a liquid or solid sample
- leakproof secondary packaging
- outer packaging.

It specifies technical standards that apply to each of the three layers.

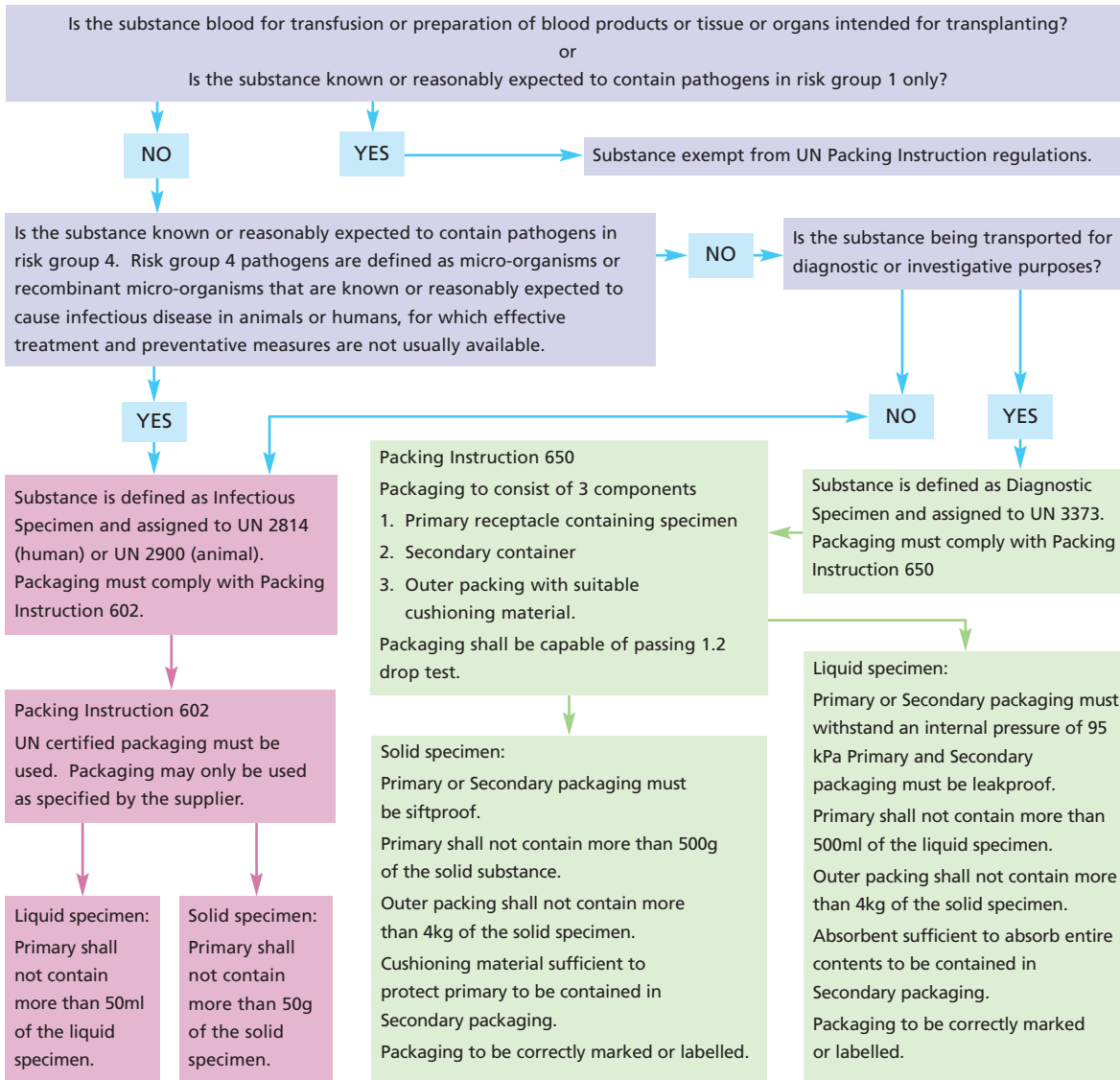
Contract for compliant packaging material

In order to comply with the new regulations, the Agency has included compliant packaging on the national framework agreement for laboratory consumables which commenced 1 April 2005. Products are available via NHS Logistics. Suppliers included on the framework agreement are:

DGP Group Ltd

Royal Mail.





Above: packaging flowchart

For further information and details of compliant packaging visit www.pasa.nhs.uk/medsurg/shared/medicaldiagnostics/lab_cons.stm or contact June McMullan on 01924 328807 email june.mcmullan@pasa.nhs.uk

mini-competitions

The Agency has recently published guidance for trusts, confederations and hubs about the running of mini-competitions.



Following discussions with OGC and NHS PASA's legal advisors, the guidance note sets out NHS PASA's understanding of how mini-competitions might be used by NHS bodies. As the use of mini-competitions has not yet been formally implemented in the UK, this guidance is interim in nature.

The information can be found on our website from our purchasing guidance page, www.pasa.nhs.uk/purchasing/shared/

public sector procurement - **new workshops help trusts** level the playing field for small and medium sized enterprises (SMEs)

Additional dates have been announced for the Office of Government Commerce (OGC) public sector procurer training workshops described in our article in issue 21 of PS magazine.

A few of the highlights are:

- insight into the challenges faced by SMEs whilst tendering for public sector opportunities
- interactive discussions and syndicate exercises on developments in supply chain management and the new national opportunities web portal
- a sample of the services OGC may provide you and your organisation
- the workshop is FREE!

Where and when?

The next workshops will be held on 19 October in the East of England, 29 November in the North East, and 25 January 2006 in Yorkshire and Humberside. To register for these workshops, please send us your details via email to:

procurer-sme-training@ogc.gsi.gov.uk or telephone the OGC Service Desk on 0845 000 4999.

Workshops will also be taking place for the London area. They will be on:

12 October, 8 November, 9 December 2005 and January 2006. More information can be found by contacting the 'Buying a Better London' Helpline for Procurement Practitioners, via email to: info@trade-local.co.uk or by telephone on 020 8489 2140.



Office of Government Commerce

efficiency **conference** 11 November

OGC Delivering Efficient and Effective Public Services
QE2 Conference Centre, Westminster

The Efficiency Programme is one of the biggest change programmes operating in the public sector and has stretching targets. NHS PASA is pleased to partner the OGC in staging this conference, which will look at the efficiency agenda, provide an update on progress and bring you case studies of successful approaches.

For more information see the website www.ogc-conference.com



New and forthcoming contracts

Contract	Start date	Buyer	Telephone no.
Agency and services London Agency Project framework agreement LAP3	15-Aug-05	Brenda Hibell	01442 891432
Agency and services South East Agency Project framework agreement SEAP	15-Aug-05	Melissa Smith	01359 252041
Agency and services Eastern Agency Project framework agreement EAP	15-Aug-05	Melissa Smith	01359 252041
Clinical consumables Cochlear implants and associated products	1-Nov-05	Andy Gudgeon	07775 777943
Clinical consumables Suction liners and accessories	1-Oct-05	Gill Pilling	01244 586790
Clinical consumables Embolectomy catheters	1-Oct-05	Rob Pearce	01924 328860
Clinical consumables Bile drainage bags	1-Oct-05	Rob Pearce	01924 328860
Clinical consumables Obstetric and gynaecological sundries	1-Oct-05	Elaine Alsop	01924 328814
Non-clinical consumables Fresh fruit and vegetables for NHS trusts in England	1-Sep-05	Gareth Jones	0118 980 8611
Pharmaceuticals Thames Valley region hepatitis C and other products	1-Aug-05	Liz Meechan	01993 852476
Pharmaceuticals South West proprietary pharmaceuticals	1-Sep-05	Liz Meechan	01993 852476
Pharmaceuticals Thames Valley region GsSF (lenograstim and filgrastim)	1-Nov-05	Liz Meechan	01993 852476
Pharmaceuticals South East Renal Purchasing Consortium haemodialysis consumables	1-Oct-05	Carol Clark	01282 850672
Pharmaceuticals West Midlands Renal Purchasing Consortium peritoneal dialysis framework	1-Sep-05	Liz Payne	0778 8415047
Pharmaceuticals London haemodialysis renal consumables	1-Dec-05	Karen Guth	07776 197411
Pharmaceuticals South East proprietary and generic pharmaceuticals	1-Nov-05	Gill Tuft	01244 586825
Pharmaceuticals Essex and Shires proprietary pharmaceuticals	1-Nov-05	Gill Tuft	01244 586825
Pharmaceuticals South East proprietary and generic pharmaceuticals	1-Dec-05	Gill Tuft	01244 586825
Pharmaceuticals Central Hospitals proprietary and generic pharmaceuticals	1-Nov-05	Roger Purcell	01773 520459
Pharmaceuticals North West London proprietary pharmaceuticals	1-Dec-05	Lisa Thornton	01244 586845