



Healthcare

market trends update

September 2019



CELEBRATING 35 YEARS OF INNOVATION & EXCELLENCE

Introduction

The National Health Service is an immense market, spending over £1 billion every three days. Therefore, there is a huge opportunity for NHS procurement professionals and supplying organisations to work together to support the delivery of public services, boost efficiencies and drive better value for money.

At BiP Solutions, we have spent 35 years bringing buyers and suppliers together. Over 250,000 private sector businesses in the UK alone, including 20% of companies listed on the FTSE 100 Index, rely on BiP's expertise to help them grow. We offer a number of innovative solutions to support you through all stages of your procurement journey. This includes our market intelligence solution, Tracker, which offers the largest public sector tenders and awards database in Europe, including countless healthcare opportunities. Tracker delivers private and public sector contract opportunities and awards, market intelligence, spend analysis and market leads at the click of a button.

We also bring buyers and suppliers together at three leading healthcare supply chain events – P4H England, P4H Ireland and P4H Scotland, and provide the UK's fastest-growing healthcare community at Health Online.

In our latest Healthcare report, part of our ongoing BiP Inform Series, we take a deep dive into who's spending and where. We look at which suppliers are winning contracts and the buying organisations that are providing current opportunities within this huge marketplace.

Key highlights*:

- In July, the total spend was just over £1.6bn (£1,632,692,811)
- 663 notices were published with a further 535 contracts awarded
- Midlands and Lancashire Commissioning Support Unit awarded the most contracts (210), representing just shy of 40% of contracts awarded during this period
- The top buyer during July was Salisbury NHS Foundation Trust, with a combined awards value of £500,000,000
- The top supplier during July was Action for Children Service Ltd who won three awards, the total value of which was £10,700,000

We hope you will find this report of interest. If you would like to find out more about how BiP Solutions can support you on your procurement journey, please do get in touch via the contact details on the last page of this report.

* All data taken from BiP's Tracker Market Intelligence tool and covers the period 1 to 31 July 2019. All details correct at time of publication.



Healthcare Market Overview

– who is spending and where?

During the month of July, 663 notices were published and 535 contracts awarded. In Figure 1, we list the top ten buyers by combined awards value. The top ten combined awards values ranged from approximately £29m to £500m. The highest value related to a single contract awarded by Salisbury Managed Procurement Services, part of Salisbury NHS Foundation Trust, in partnership with Health Education England, for a dynamic purchasing system for the provision of post-registration clinical apprenticeships, including advanced clinical practitioner programmes, and plans to also include consultant apprenticeships when released.

Of the 535 contracts awarded, almost 40% were awarded by Midlands and Lancashire Commissioning Support Unit - 210 awards in total. This related to the provision of health services in care homes with the bulk of contracts specifically related to end-of-life care.

Top 10 Buyers by Combined Awards Value



Figure 1

Top 10 Buyers by Volume of Awards

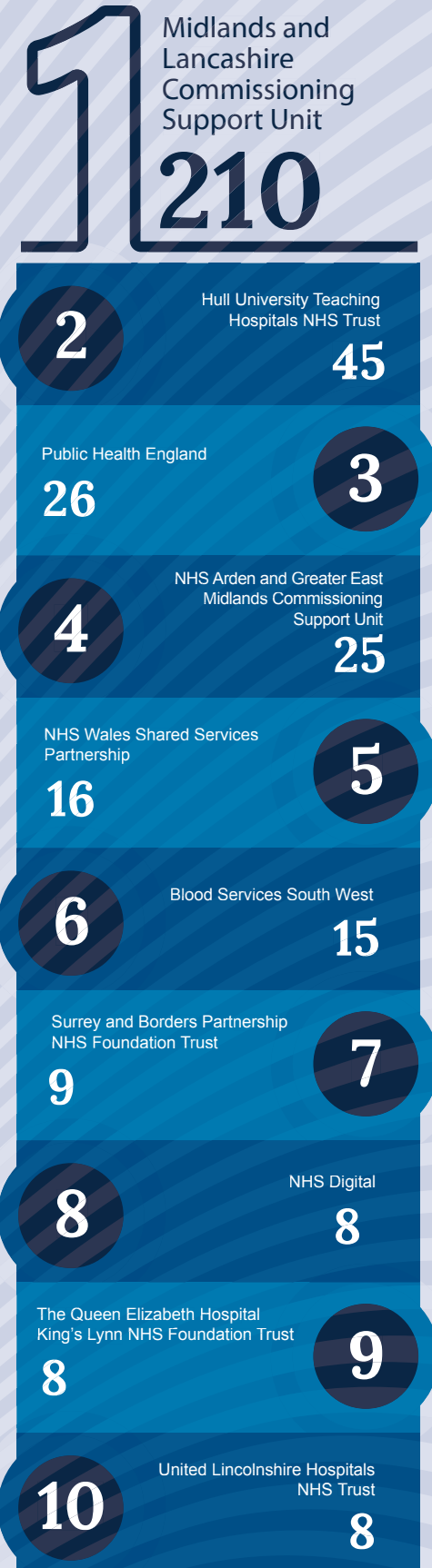


Figure 2

Top 10 Suppliers by Combined Awards Value

1 Physiotherapy Solutions Ltd t/a Vita Health
£77,574,133

2 Gateshead Health NHS Foundation Trust
£76,303,835

SRCL Ltd
£75,932,000 **3**

4 Princess Alexandra Hospital, Harlow
£75,000,000

DHL Supply Chain Ltd
£66,908,271 **5**

6 Health Intelligence Ltd
£24,930,166

Oxford University Hospitals NHS Trust
£17,800,000 **7**

8 Ross Care Holdings Ltd
£16,246,370

Siemens Healthcare Limited
£14,500,000 **9**

10 Todd Architects Ltd
£12,000,000

Figure 3

Healthcare Market Overview

Supplier opportunities

Figure 3 details the top 10 Suppliers by Combined Awards Value. The highest award value was to Physiotherapy Solutions Ltd t/a Vita Health, related to a single award for Improving Access to Psychological Therapies (IAPT) Service across Bristol, North Somerset and South Gloucestershire, appointed by NHS Bristol, North Somerset and South Gloucestershire Clinical Commissioning Group – the third highest spending buyer in this period.

Suppliers by Number and Combined Value of Awards

Number of awards	Supplier	Value of Awards Won
3	Action for Children Services Ltd	£10,700,000
3	Baxter Healthcare Ltd	£819,082
3	Unisurge International Ltd	£517,469
3	British Telecommunications	£162,072
2	Health Intelligence Ltd	£24,930,166
2	Ross Care Holdings Ltd	£16,246,370
2	Greater Manchester Dental Alliance Ltd	£8,400,000
2	South Manchester Dental Emergency Cooperative	£8,400,000
2	Cygnnet Health Care	£7,313,000
2	Trustmarque Solutions Ltd	£3,958,300
2	Alzheimer's Society	£1,266,688
2	Specialist Computer Centres	£1,177,067
2	Off the Record	£1,126,462

Figure 4

The supplier which won the most awards with the highest combined value in July was Action for Children Services Ltd, who were awarded three contracts to the value of £10,700,000. These awards specifically related to contracts for NHS Wales Shared Partnership, NHS Arden and Greater East Midlands Commissioning Support Unit, and NHS North Derbyshire Clinical Commissioning Group, for the delivery of services related to family intervention or targeted early intervention services for children and young people's emotional and mental health. Figure 4 provides details of all suppliers who won three awards or two awards with a combined value of over £1m.

Regional overview

The West Midlands tops the list for the highest number of contracts awarded, with 225 awarded in July. However, the region with the highest combined awards value was the South West of England, with 33 contracts equalling a value of £608,208,256. Interestingly, given the current external landscape and Brexit, Ireland is the fourth highest region in terms of the combined value of contracts awarded - £78,988,738 for 12 opportunities. We will monitor this in the coming months.

South West (England)	£608,208,256
London	£422,691,313
Yorkshire And The Humber	£142,407,489
Ireland	£78,988,738
East Of England	£76,648,760
North West (England)	£71,766,060
West Midlands (England)	£62,262,649
Scotland	£47,572,476
East Midlands (England)	£45,312,799
South East (England)	£27,686,394
Wales	£25,253,754
Northern Ireland	£21,307,965
North East (England)	£2,586,158

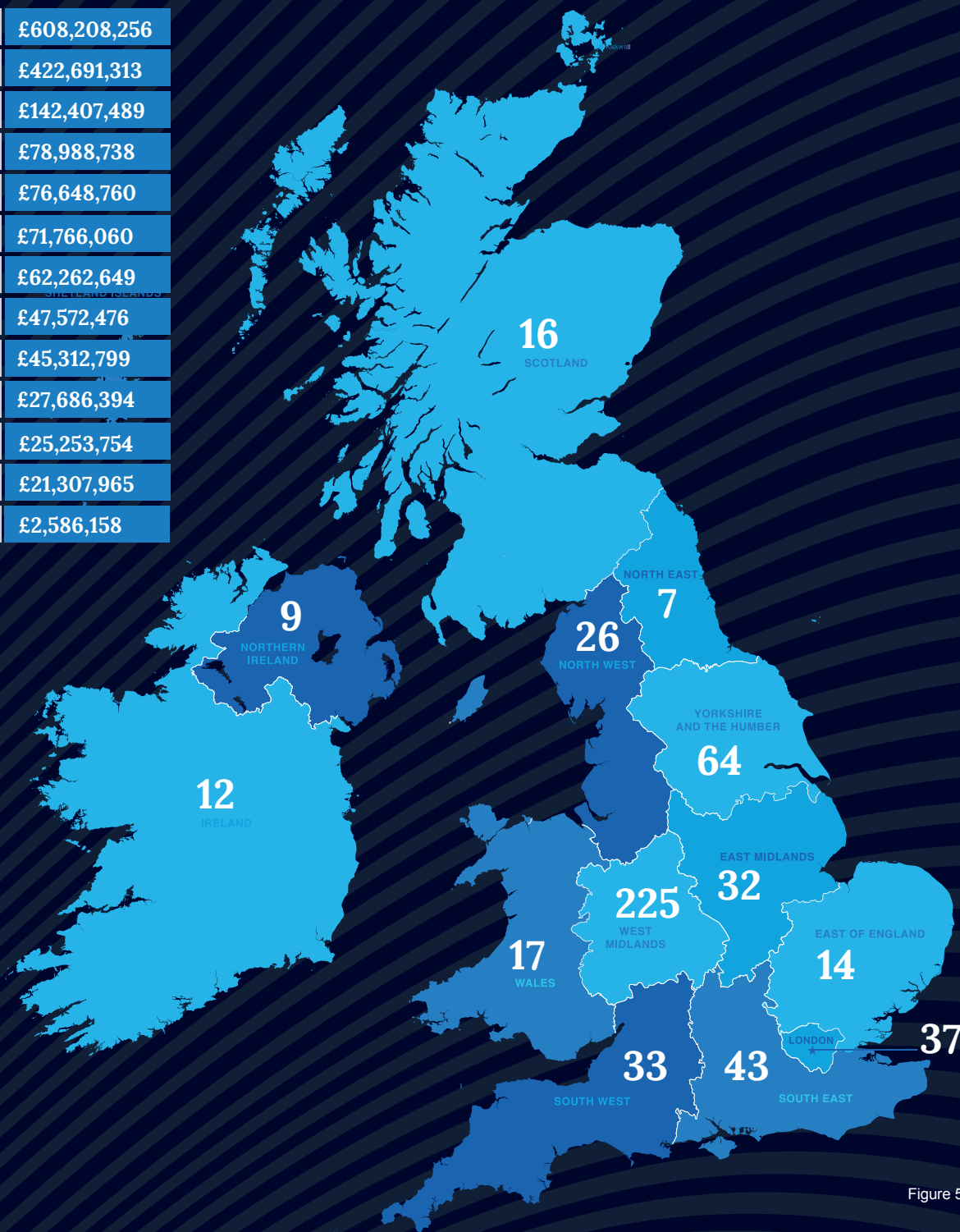


Figure 5

DISCOVER MORE

UK healthcare media content, contracts & project leads with BiP Solutions

Health Online - The Dynamic Healthcare Community

We are the UK's premier online healthcare community, comprising healthcare professionals and key healthcare suppliers. Supplying new and relevant content and news stories in the healthcare space, Health Online provides a fully customisable experience - meaning you only see the stories and topics most relevant to you.

**HEALTH**
ONLINE
www.healthonline-uk.com

P4H - the Procurement Events for Health

P4H brings together healthcare procurement professionals and industry-leading suppliers. Officially supported by organisations such as the Department of Health and Social Care (DHSC) and NHS National Services Scotland (NSS), these one-day events provide exhibitors and attendees from the public and private sector with an opportunity to engage across a range of interactive and educational keynote talks, training sessions, supplier engagement opportunities and more. Each event is focused around supporting the latest healthcare procurement initiatives and objectives relevant to that country.

The programme of P4H events covers Scotland, England and Ireland.



www.p4hengland.co.uk
www.p4hscotland.co.uk
www.p4hireland.ie

Tracker Intelligence – Find, bid for and win more public & private sector contracts

Tracker offers the largest public sector tenders and awards database in Europe. It delivers private and public sector contract opportunities and awards, market intelligence, spend analysis and market leads at the click of a button. Stay one step ahead of your competitors and get personalised support to grow your business with Tracker.



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BiP Solutions - Bringing buyers and suppliers together for over 35 years