

# Healthcare Together

Delivering Successful Tenders



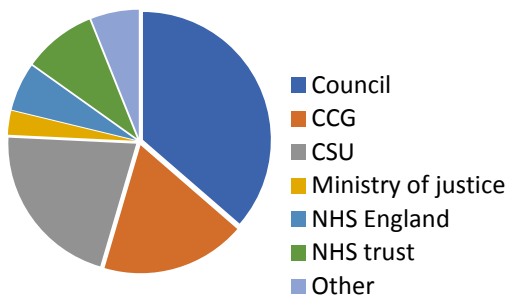
Healthcare Together Newsletter 1 | February 2017 | [www.healthcaretogether.co.uk](http://www.healthcaretogether.co.uk)

It's been an exciting first few months at Healthcare Together with the launch of our new services to support you with commissioning opportunities. The tender scanning service has been an instant success saving both time and money by delivering opportunities to you straight away.

We are seeing many opportunities for community pharmacies being prime providers, but equally opportunities where working in partnership as a joint bid may be appropriate. There is always the opportunity of being a subcontractor where bids have been successful which makes going to market events very worthwhile even when you may not bid yourself.

**Understanding your market** through a SWOT analysis of your local area is a valuable exercise. This will define your competitors, potential collaborators such as GPs, other healthcare professionals, private organisations, charities, social enterprises etc. Examples of joint bids include smoking cessation services with a GP federation.

## Commissioner type as % of opportunity



## Scanning service facts

- Number of alerts received per month = Approx 1000
- Biggest opportunities from Local Authorities
- Market events and PINs account for 20% of opportunities
- 50% of opportunities identified in January, Pharmacy could be prime provider
- Since start of service all regions have received opportunities apart from East Anglia

## What are customers saying about the scanning service

*'Provides you a speedy service and highlights opportunities not identified by portals I am registered with'*

*'Identifies services more quickly than I previously had which is important when deadlines are tight'*

**Governance issues:** LPCs and supported provider companies are separate legal entities and should be distinctly separate in terms of management. It is recommended that the provider company has 2 LPC directors appointed to ensure the LPCs interests are addressed with other roles being conducted by non LPC staff.

## What's new?

**Support for business set up:** Template documents to help you support business set up are now available to download: 1) Memorandum of understanding and 2) Loan agreement

**Becoming bid ready:** Policy document templates are now available to purchase. These documents are reasonably priced and once tailored by you will meet the needs of the commissioner to support your bid.

**Tender writing service:** Understanding the scoring and weighting of a bid can be difficult with pricing and quality issues to address. Using a professional tender writer is often the solution to your success so get in touch to discuss your needs.



**Contact us:** Get in touch with us to see how we can support you [enquiries@healthcaretogether.co.uk](mailto:enquiries@healthcaretogether.co.uk) or visit the website [www.healthcaretogether.co.uk](http://www.healthcaretogether.co.uk)