

Healthcare Together

Delivering Successful Tenders



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February has been another busy month for tender alerts with an increase in over 50% of alerts received compared to the previous month. March levels are currently high with some commissioners aiming to publish their opportunity prior to the new financial year. We anticipate that opportunities in March will continue to rise with a peak in activity across April and May. Hopefully these tenders will provide many more opportunities for our community pharmacies.

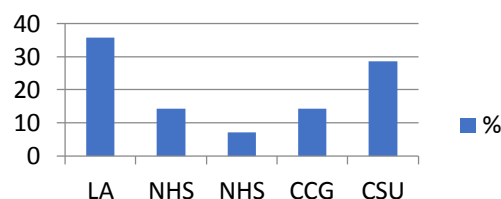
Since the first LPC supported provider company being incorporated in 2012, there have been several further incorporations over the last 9 months. As you know it is essential that you are aware of what is happening at a local commissioning level to make the assessment as to whether your area/region would benefit from a provider company.

With the Health Foundation Funding made recently available, we wish those who choose to apply success in their applications which need to be submitted by the 28th March. Where we hear of other funding available for community pharmacy we will share those opportunities accordingly.

Scanning service facts for February

- Increase in alerts received compared to Jan 2017
- Most opportunities from Local Authorities
- More opportunities seen for providing immunisations in schools
- In 43% of opportunities, pharmacy could be prime provider – however only 50% of LPCs were in a position to be a prime provider

Commissioner vs opportunities



Focus on subcontracting opportunities- Integrated substance misuse services - With many integrated substance misuse services commissioning opportunities around, research has taken place to see who are winning these big contracts. In the contract notices reviewed which have been published, the prime provider was either the NHS Trust or the NHS foundation Trust and in one case a charity.

Governance issues: It is good practice and highly recommended to use a loan agreement where the LPC are lending their associated provider company monies for the set up of their business. Visit the website www.healthcaretogether.co.uk to download the template documentation.

What's new?

Getting bid ready: The *Bid ready audit* is now able to be downloaded from the website. This is designed to address all your needs so you are in a position to bid for new opportunities when they arise.

Policy document templates are now available to purchase. There are 11 in total which are priced from £70 per document.

Not enough time to write your bid? We have a team of tender writers who are able to develop your bids to provide you with the best chance of success. Even if you have left it to the last minute, please get in touch to receive a FREE no obligation quote.

Contact us: Get in touch with us to see how we can support you enquiries@healthcaretogether.co.uk or visit the website www.healthcaretogether.co.uk

