

Buckinghamshire Healthcare NHS Trust (BHT)

Procurement Programme

The Challenge

Buckinghamshire Healthcare NHS Trust (BHT), in common with other London and Southern Trusts, had been provided with patient administration/clinical systems (PAS/EPR) for both acute and community services via the Department of Health (DH) managed and funded Local Service Provider (LSP) contract. BHT had implemented relatively little acute functionality, choosing instead to supplement the LSP solution with other locally deployed systems (e.g. Evolve).

During 2012-13, DH communicated that it did not intend neither extending the LSP contract, nor providing additional funding, beyond the expiry date of 31 October 2015. Whilst other trusts made preparations for procurement and exit, a number of external factors meant that BHT was unable to devote senior management focus until early in 2014. By the time of the February 2014 Trust Board meeting, BHT was the only Acute Trust in the south of England that had not commenced its re-procurement process.

Initial analysis showed that remaining with the incumbent provider was not viable: BT had opted not to offer its acute solution after contract expiry; and its community solution Rio, whilst available via framework contract, was 30% more expensive than the same solution direct from the Rio software provider.

It was also clear, that the combined timeline of the procurement and transition projects meant that all options needed accelerated delivery if the October 2015 exit deadline was to be met.

The trust needed to:

- **Protect business continuity** of critical clinical and patient administrative functions
- Procure replacement solutions that were **affordable**
- Support the strategic goal of **inter-operability between acute and community services**
- **Integrate effectively** with other trust solutions (in particular, Evolve)
- Provide a platform that would **grow, develop and be flexible**

The Solution

The first step was a rapid analysis of options, bringing together trust requirements, detailed market insight and procurement and transition experience. This enabled the Trust Board to understand the costs and risks of each

approach and to agree a procurement strategy that would deliver viable, cost-effective solutions in time for exit.

The result was a decision to:

- Undertake an extremely rapid OJEU procurement for the replacement acute PAS/EPR (including options for hosting)
- Undertake a Call Off against the Camden and Islington Community solutions framework for the replacement community PAS/EPR and associated hosting

The Outcome

The outcome of the process was:

- Both **procurements were completed within 6 months** of kick-off
- The acute EPR transition project commenced in October 2014 and was planned to complete in September 2015, and **deliver a solution for less than 50% of the cost of the incumbent**
- The community EPR transition project commenced in early 2015 and was completed in summer 2015, **delivering a 30% cost reduction.**

Nautilus was able to deliver at this pace because of:

- The **wealth of collateral** that we could re-use
- The **experienced resources** that we were able to deploy at short notice
- Our ability to **engage at all levels** in the trust and with suppliers to drive the timeline without compromising on the quality of the outcome

Examples of the collateral that we bring at the start of a procurement include:

- Targeted procurement documents (OJEU Notices, PQQ, ITT)
- Acute PAS/EPR output based specification
- Cost and benefits models
- Evaluation approach, metrics and templates (including for evaluated demonstrations)
- PAS/EPR business case templates and content (aligned to the 5-case model)

As a result, Nautilus is able to deliver extremely **rapid, assured PAS/EPR procurements.**