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Talk & Panel

Secrets to success in the new NHS funding landscape

Speaker



John Witt
CEO and Co-Founder
of Stotles



Mark Thomas
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Luton and Milton Keynes ICB



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England, Open Medical



Liam Cahill
Health Tech Thought Leader
& Advisor to the NHS

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Today's Goal

Provide at least 1 concrete asset you can use to be a market-leading buyer or supplier in a changing NHS.

NHS Restructuring: a brief history.

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1973

NHS Reorganisation Act

- Scrapped tripartite system
- Replaced with centralised system and Area Health Authorities

1982

Abolition of Areas

- Area Health Authorities abolished

1983

The Griffiths Report

- General managers given responsibility for health services at regional and district level

1990

NHS & Community Care Act

- Internal healthcare market created
- GP fundholding granted GPs power to purchase

NHS Restructuring: a brief history.

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1994

Reduction of regional authorities

- Regional health authorities from 14 to 8

1996

Abolition of regional authorities

- Regional health authorities abolished after 22 years

1999

Devolution & GP fundholding abolished

- Scotland & Wales roll back internal market model
- Reinstate integrated model
- Scrap GP fundholding
- Add 481 primary care groups

2001

Health & Social Care Act

- Care trusts established

NHS Restructuring: a brief history.

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2002

Delivery of 'NHS Plan'

- Scrapped 95 health authorities
- Added system of trusts authorities & primary care groups

2003

Health & Social Care Act

- Foundation trusts created
- New regulatory body - Commission for Healthcare Audit & Inspect

2006

Ongoing reorg

- Trusts merge (303 to 152)
- Health authorities consolidate (28 to 10)

2012

Health & Social Care Act

- CCG's created
- NHS England & Public Health England created

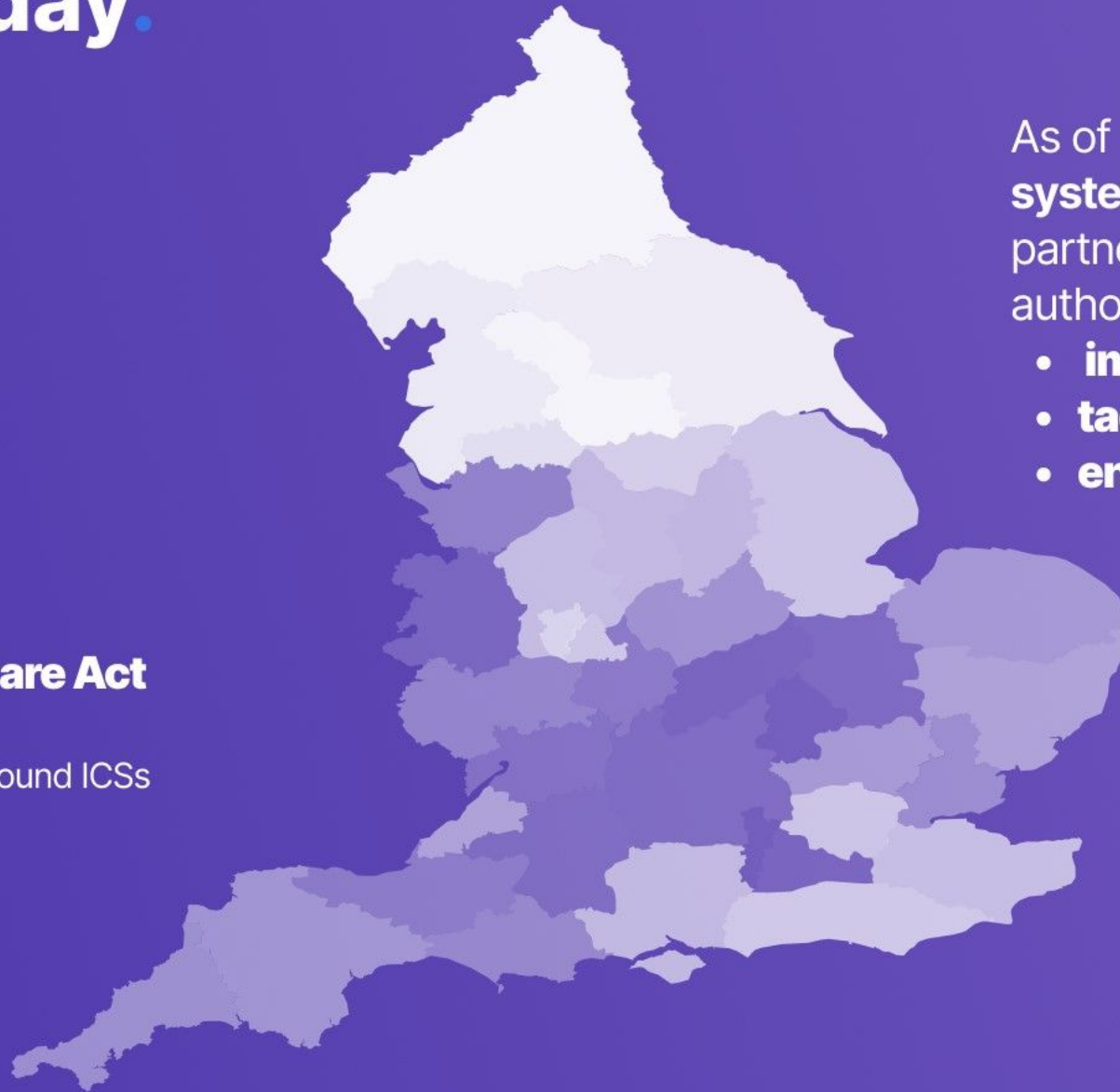
...to today.

stories.

2022

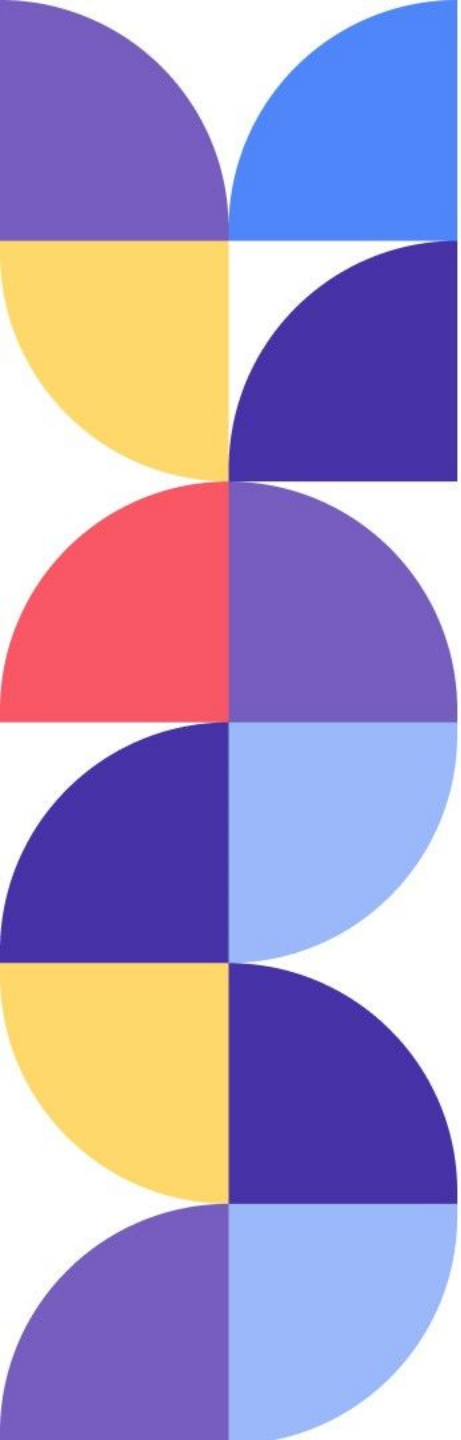
The Health & Care Act

NHS restructured around ICSs

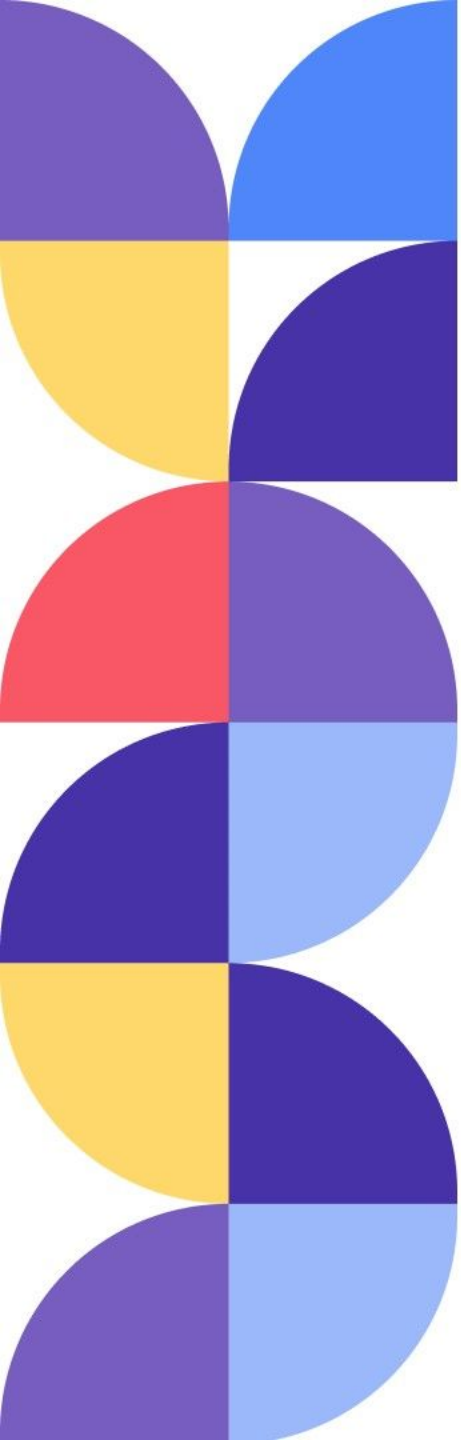


As of July 2022, **42 integrated care systems were formed**, comprised of partnerships among trusts, local authorities designed to:

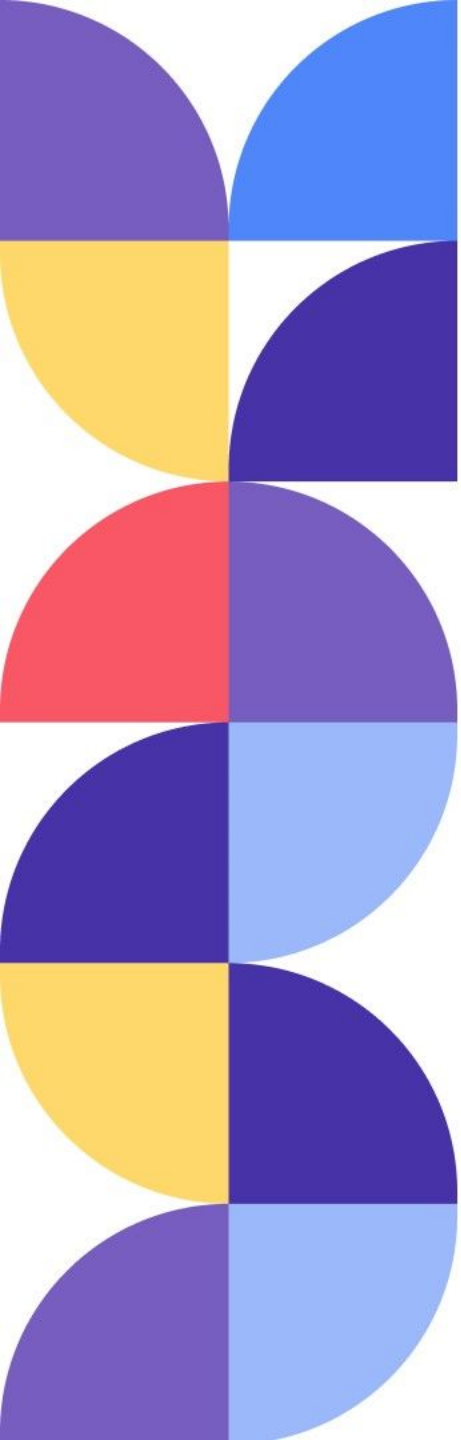
- **improve outcomes**
- **tackle inequality**
- **enhance value-for-money**



What does this mean for you...

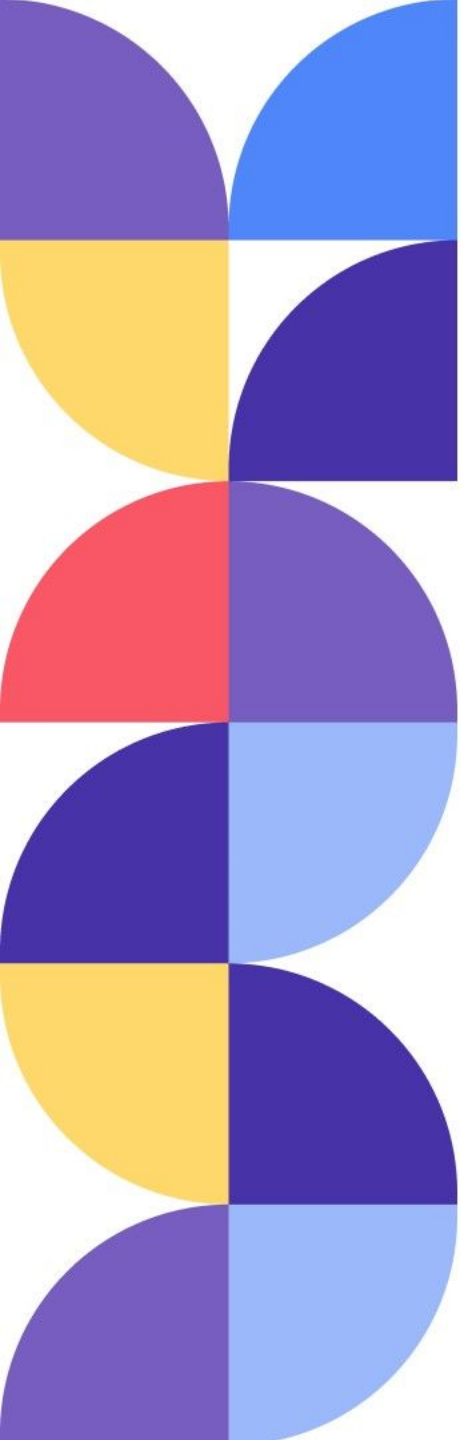


NHS = change.



Find a way to deal with it and big things can happen.

£7.4 billion of approved spend has been declared
for the 42 ICSs in 2023/2024

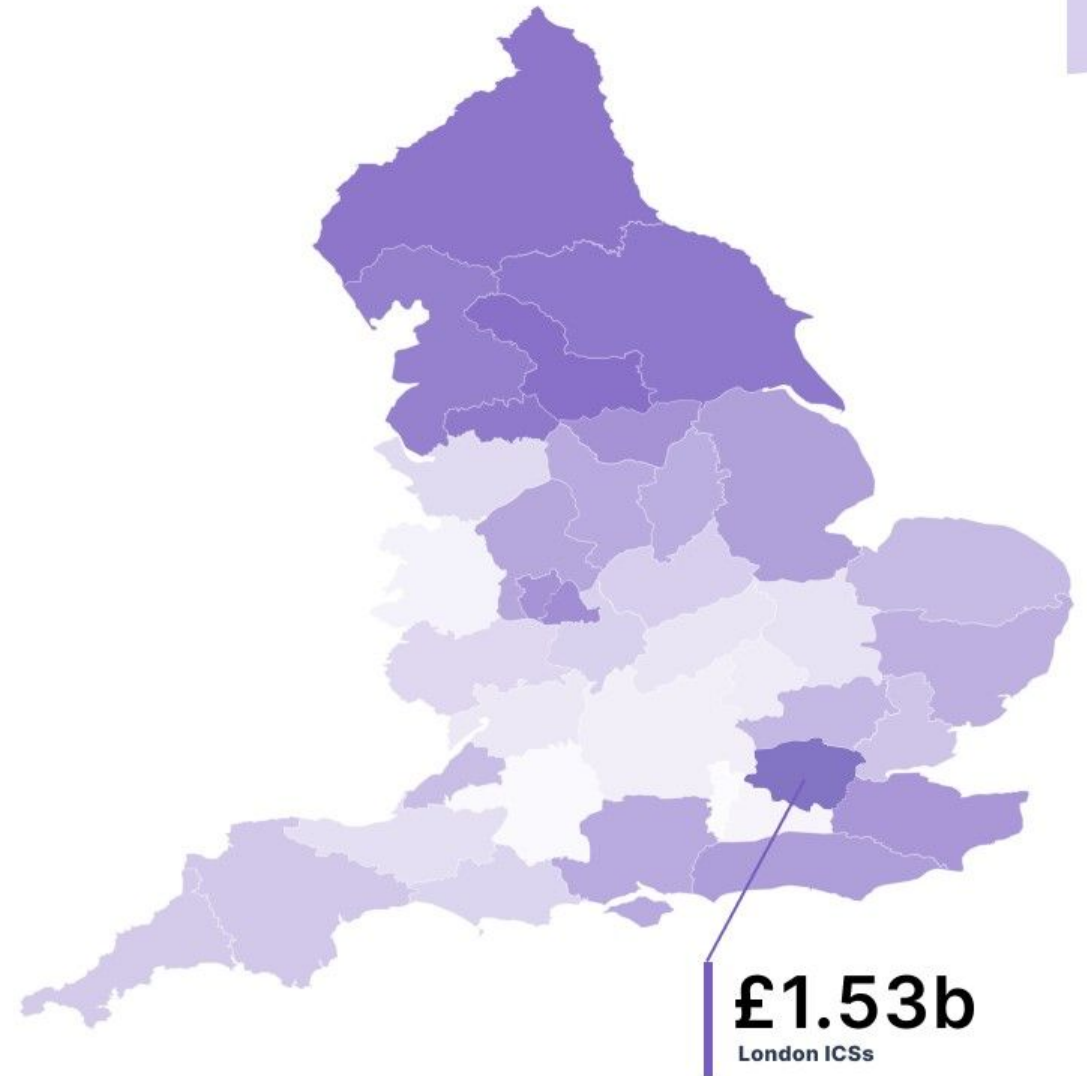


**How are market-leading
buyers & suppliers getting ahead?**

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Right focus.

To help you understand where the budgets are allocated, we've mapped 2023/24 CDEL allocations across the UK.



Right region.

Regional spotlight: Top buyer authorities across London's ICSSs

To demonstrate how the decision making hierarchy impacts procurement trends within ICSSs, we've extracted data from Stotles to examine the types of organisations that have awarded contracts in the last 2 years across London ICSSs.



S.

North West London

£60m+ awarded via:

- 45 NHS Trust contracts
- 17 local council contracts
- 8 CCG contracts

North Central London

£60m+ awarded via:

- 48 City of London Corporation contracts
- 22 NHS Trust contracts
- 10 local council contracts

South West London

£20m+ awarded via:

- 59 local council contracts
- 33 NHS Trust contracts
- 1 CCG contract

North East London

£100m+ awarded via:

- 105 local council contracts
- 50 City of London Corporation contracts
- 11 NHS Trust contracts
- 1 CCG contract

South East London

£22m+ awarded via:

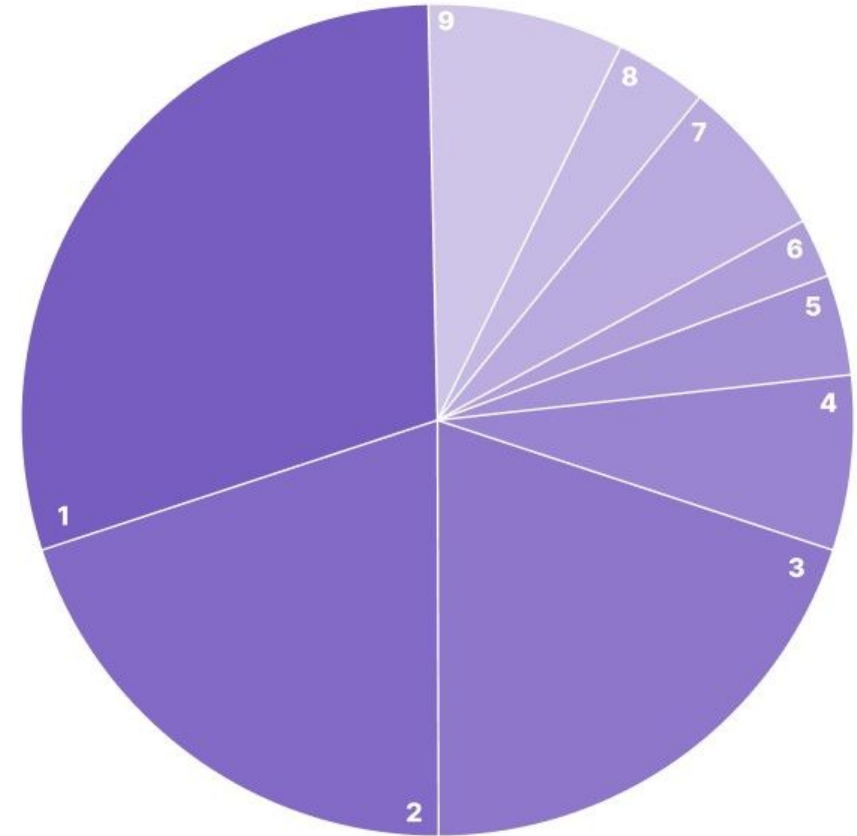
- 25 local council contracts
- 19 NHS Trust contracts
- 1 ICB contract

Spotlight on North West London (NWL) ICS

NWL ICS have a total CDEL of £343m available in 2023/24. This comprises £223.5m in operational capital and over £100m in national programme funding. To help you understand how this budget flows, we will analyse capital and national funding allocations, before summarising the regional distribution of this total ICS budget.


Right buyers.

- 1 Maintenance
- 2 IT&Digital
- 3 New Build
- 4 Fleet, Vehicles & Transport
- 5 Fixtures & Fittings
- 6 Fire Safety
- 7 Equipment
- 8 Plant & Machinery
- 9 Other



Real Opportunities on tap in North West London (NWL) ICS

Right
opportunities.



The Hillingdon Hospitals NHS Foundation Trust

No. of employees: 3000-3999 Annual spend: £100-500M Location: Uxbridge, United Kingdom Buyer type: Healthcare > NHS trusts Website: www.thh.nhs.uk

2 Notices
Matching my signals

0 Upcoming expiries
Matching my signals

1 Open opportunity
Matching my signals

Summary Contacts **Notices** Suppliers Documents beta

2 Results • Sorted by Relevance score • Filtered by Signals

<input type="checkbox"/>	Signal Score ⬆️⬆️	Title & buyer ⬆️⬆️	Value ⬆️⬆️
<input type="checkbox"/>	■ ■ ■ 3	Static & Mobile X-Ray units ✓ The Hillingdon Hospitals NHS Found...	£390,000

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The NHS Supplier Handbook

Identifying funded opportunities
in a fragmented landscape.



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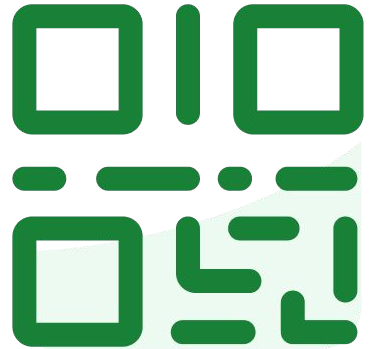


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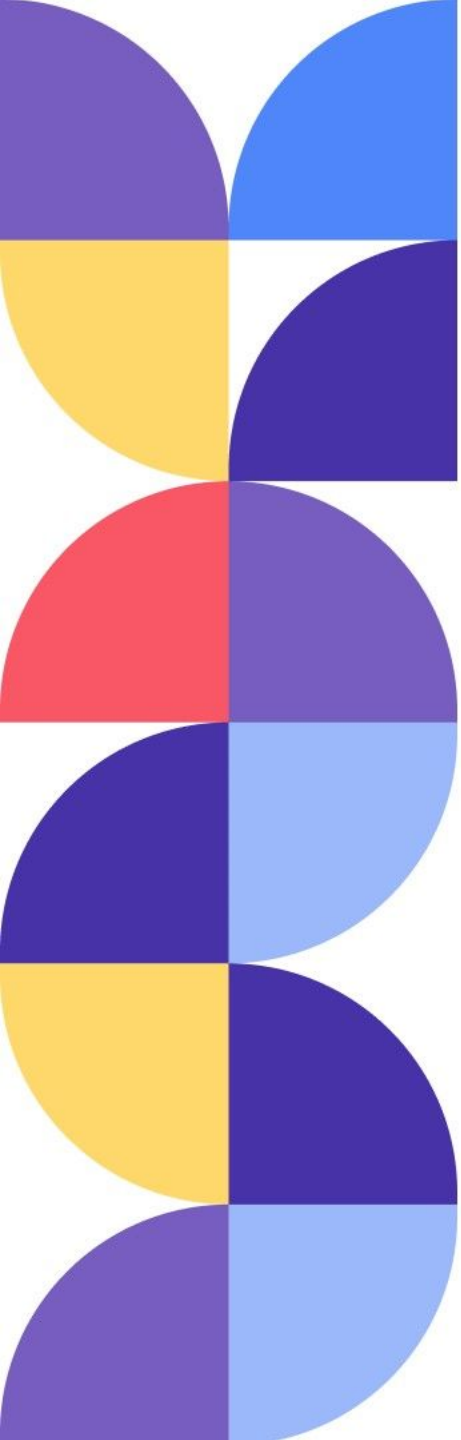
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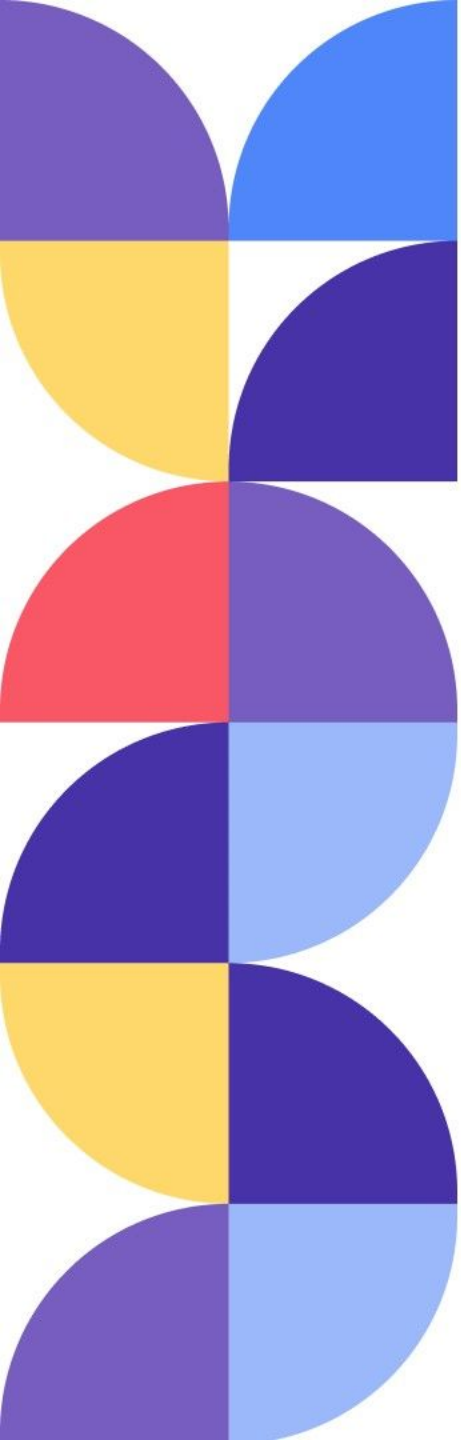


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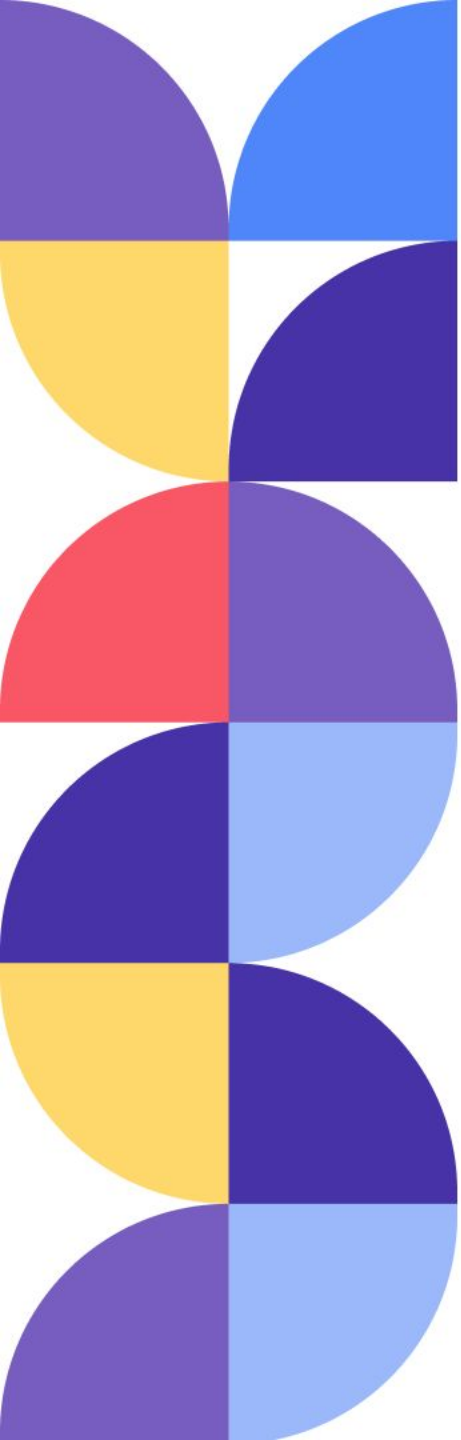
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What are the pros and cons of the new ICS funding landscape to health tech suppliers to the NHS?



What are the priorities of ICSs when it comes to procuring health tech?



Pop Quiz!

Which national strategic project has the most funding allocated to it, through ICSs, in 2023/2024?

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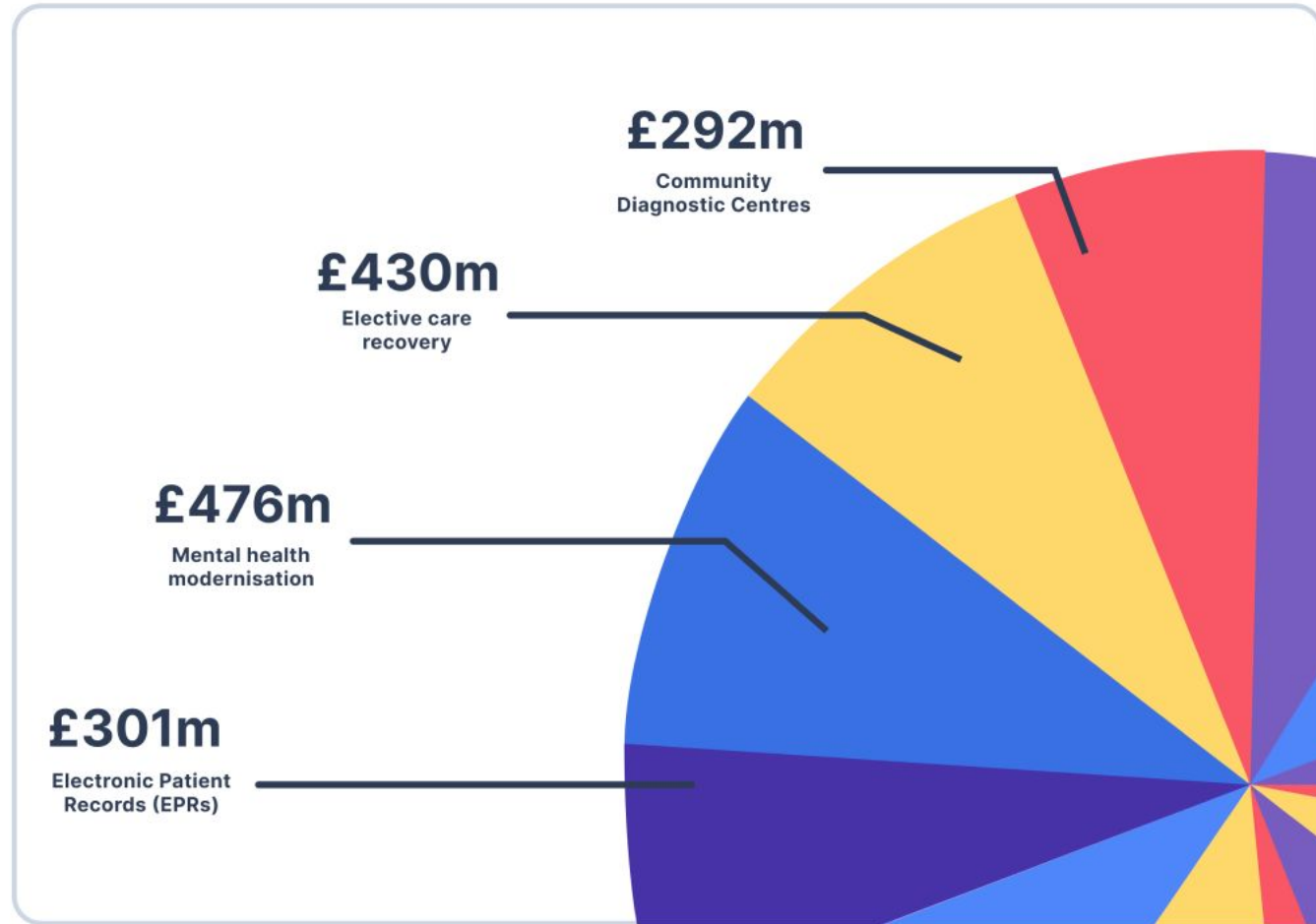
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Which national strategic project has the most funding allocated to it, through ICSs, in 2023/2024?

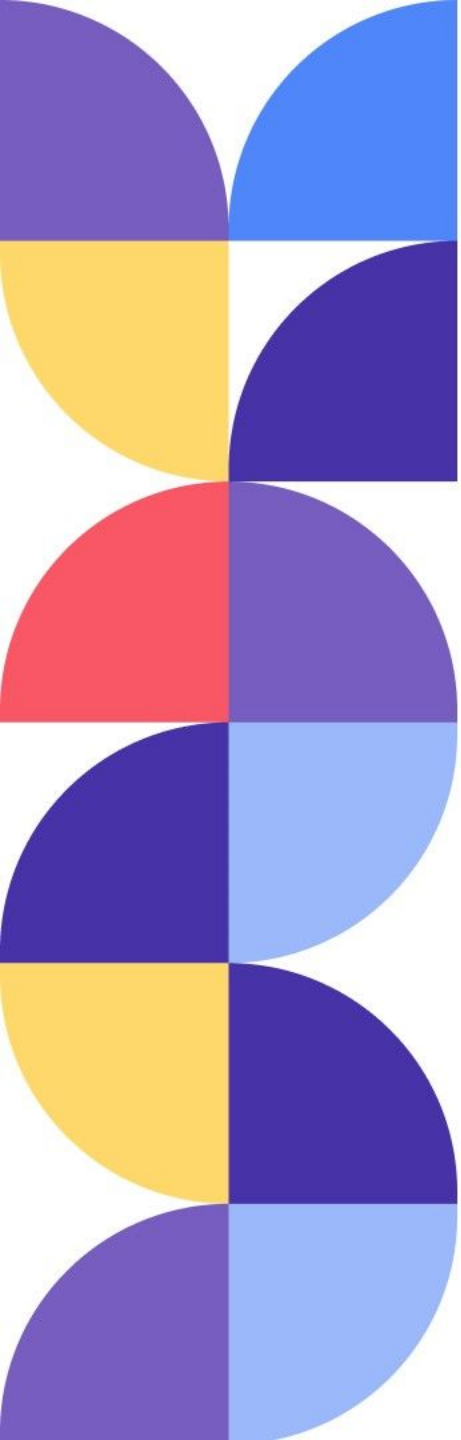
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Answer: Mental Health Modernisation

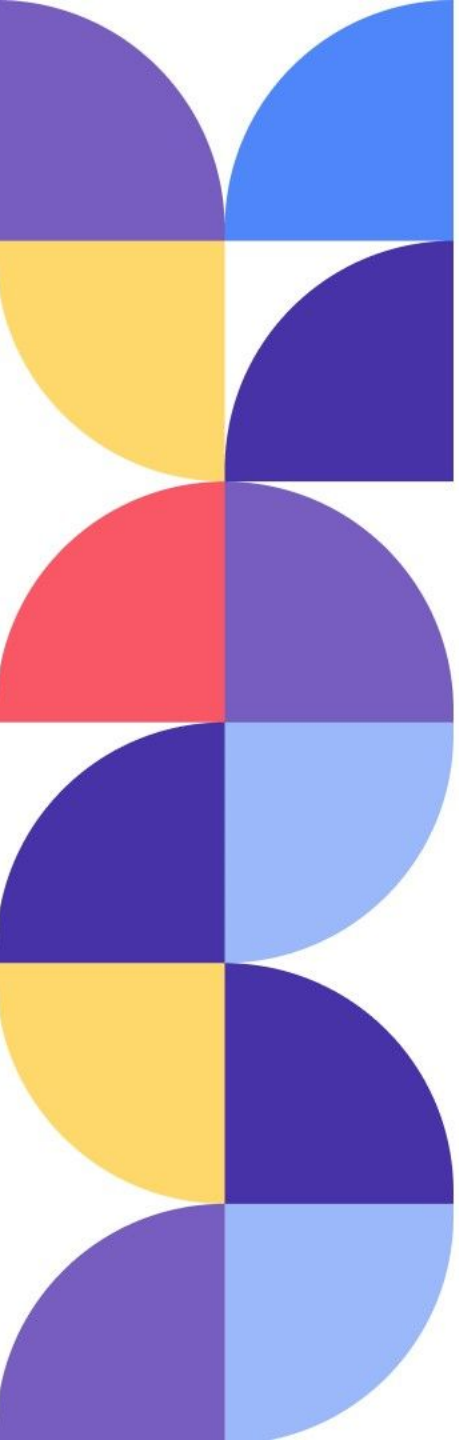


Confirmed funding channelled through ICSs for national strategic projects

NHS Strategic Investments Deep Dive



What are the best ways for health tech suppliers to engage/work with ICSs?



Pop Quiz!

Which ICS has allocated the most budget to digital initiatives in 2023/2024?

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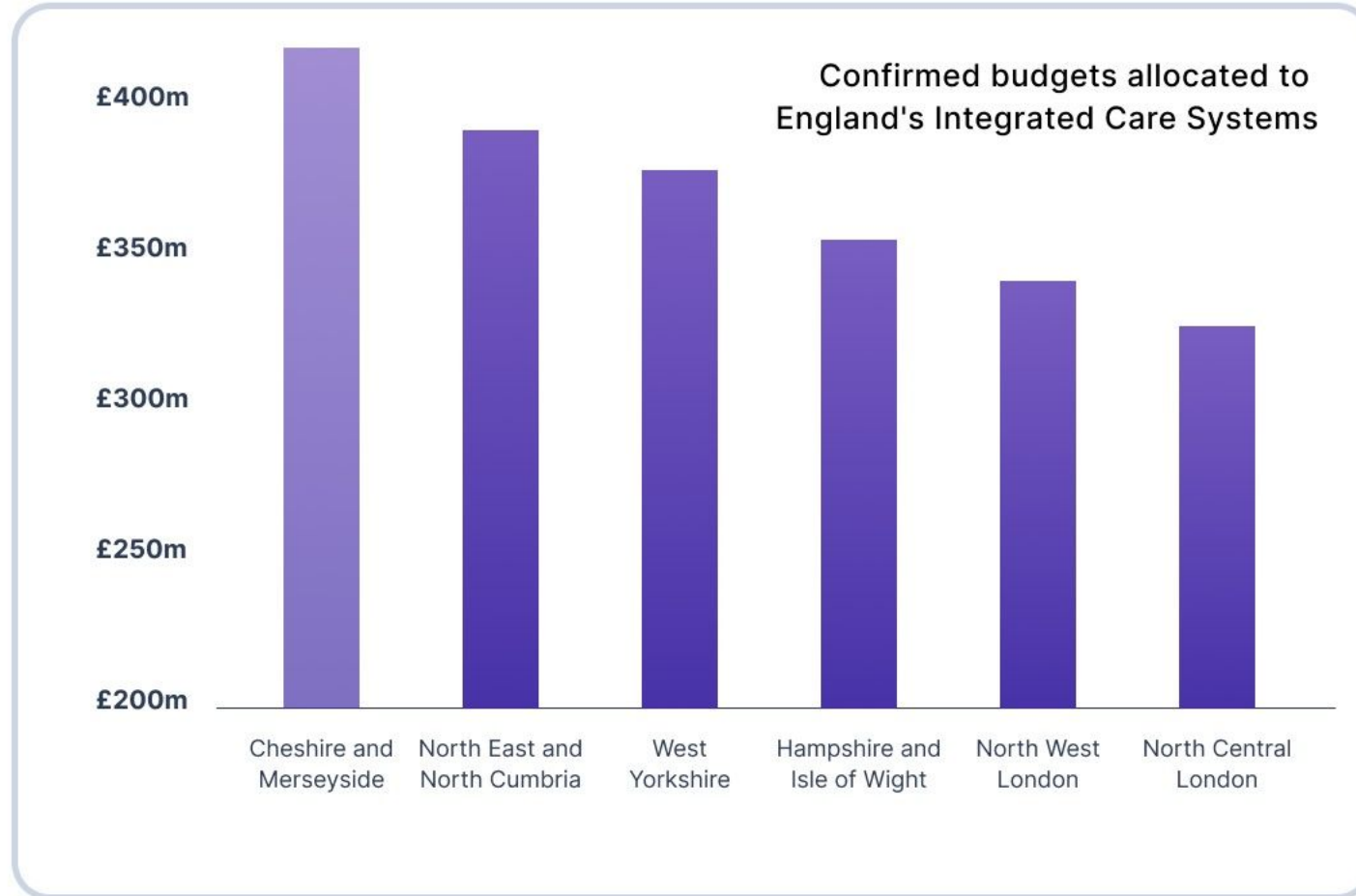
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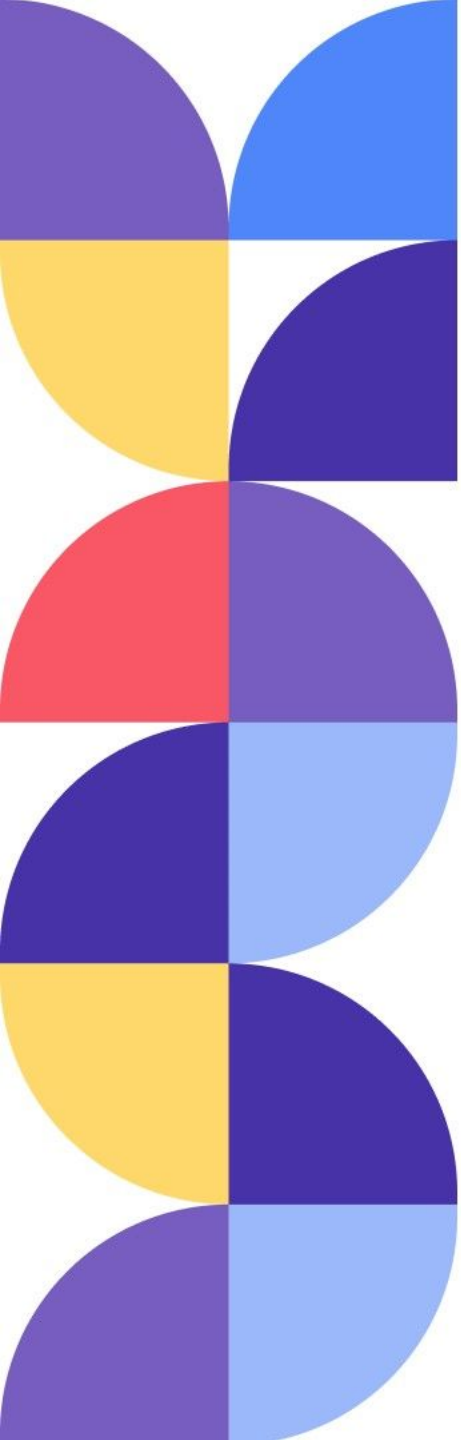
Which ICS has allocated the most budget to digital initiatives in 2023/2024?

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Answer: Cheshire and Merseyside.



NHS Technology Funding Compass



Q&A.

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Q&A

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