

ProCure24 - Driving Strategic Procurement



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ProCure
23

ProCure24 - Strategic Drivers

The 10 Year Health Plan

- New operating model: Designed to support the delivery of the three shifts at scale and pace
- Neighbourhood Services all under one roof.
- Repurposing underused or outdated NHS buildings
- NHS capital of c£10bn p.a secured
- Investment in to value-for-money upgrades as well as new builds
- Long term (9 year) commitment to maintenance funding within the Infrastructure Strategy

The three shifts - An NHS fit for the future

- Moving care from hospitals to communities
- Making better use of technology
- Focussing on preventing sickness, not just treating it





ProCure24 Strategic Objectives (include)

- Maximising ProCure's unique position within NHS England as the route to market for capital works
- Maximise the use of data collection and associated analytics
- Build on 3 decades of driving value through delivery
- Support that drives efficiencies and compliance for clients through the:
 - Areas of policy – construction playbook, net zero, social value, procurement
 - project delivery, standardisation agenda, value for money, performance data, benchmarking

ProCure24 Engagement

Clients

- Questionnaire
 - Estates and capital teams
 - Client advisors (consultants)
 - Estates and facilities bulletin
 - Commercial Bulletin
 - Finance teams
 - Commercial teams
 - Finance teams in ICB's

Holding engagement sessions with

- Consultants
- Trusts
- NHS England Regions

Supplier Market

- Questionnaire
- Suppliers registered an interest
- ProCure Principal Supply Chain Partners
- Anonymised Menti sessions PSCP's
- Supplier engagement discussions



Stakeholder Composition

- Supplier Questionnaire: 67 suppliers (SMEs 54%, Large Enterprises 38%)
- Client Questionnaire: 92 NHS stakeholders (Estates, Procurement, Finance)

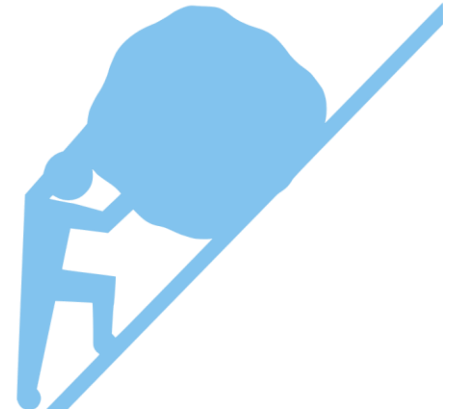
Barriers and Challenges

Suppliers:

- Lack of guaranteed work
- Perceived excessive risk transfer
- Complex processes
- Client understanding
- Late on boarding
- Cost of bidding

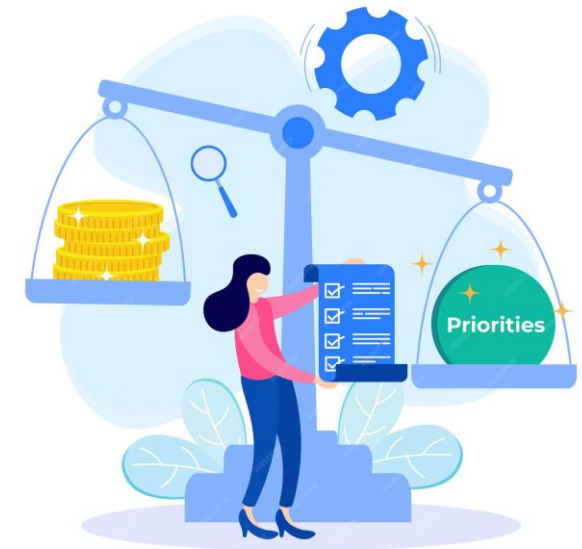
Clients:

- Funding constraints
- Governance and procurement rigidity
- Cost and time constraints for ECI
- Expertise
- Clarity, certainty, compliance
- More choice



ProCure24 Priorities

- Increased number of suppliers
 - National coverage
 - Adequate capacity and capability
- Economic financial standing
 - Reasonable FVRA thresholds
- Sustainable pricing
 - Appropriate risk and pricing proportionate to the project values
 - Competitive tension
- Flexibility
 - Increased NEC contract options
- Strengthening CCS partnership
 - Route to Off site construction
 - Access to SME's



ProCure24 Priorities

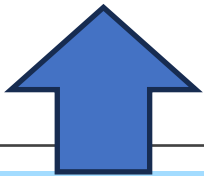
- Focus on where ProCure can add value
 - Templated Procurement
 - Value bands in line with business case process
 - Programmed and partnership delivery (long and short term)
- Standardisation
 - Data collection
 - KPI's and
 - Suppliers and clients reporting
 - Benchmarking
 - Cost data
 - Repeatable rooms
 - Working groups



ProCure24 Lot Structure

Lot 1 <£50

- National Lot
- Maximum No Suppliers TBC (Early shaping 15/20)



Lot 2 >£50m - £150m

- Maximum No. Suppliers 15

Lot 3 >£150m

- Maximum No. Suppliers 10

Note: Clients will also be able to access SME's directly through CWAS3 lower value lots.

ProCure24

All lots

Scope of Works

Provision of health construction projects and programmes linked to the built estate including new build, refurbishments / extensions / alterations / maintenance of existing estate.

This can be through traditional and modern methods of construction.

Commercial Model

Fee % and Staff Rates

Median Evaluation

Commitment to collaborate – more than just a contractor we are looking for Partners to help support build the NHS for the future.



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Crown
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Thank You

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