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How the private sector views the world

Jonathan Watts

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The background

- Strong history of purchasing of estates and supplies
- Purchasing and Supplies Agency (PASA) contracts in place - clear EU guidelines
- Foundation Trusts & NHS provider arms - able to bid?
Requirement to prove “fair competition” - not to use public funds to gain an unfair advantage

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Centralised vs local procurement?

- Wave 1 procurement - feeding frenzy
- Wave II procurement - reality bites
- What about a Wave III?
- PCTs and PBCs to use procurement models, seeking value for money and service innovation?

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Will the IS stay at the table?

- Long procurement cycle
- Escalating costs
- Variable level of expertise within the Department of Health CCPP and CCMU
- Ministerial intervention provides uncertainty
- Contract duration does not enable full recovery of capital expenditure
- Move to PBC is encouraging the creation of “willing providers”

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What do the IS do well?

- Clear solutions working to locally prepared service specifications
- Create dedicated bid team capacity and provide them with access to external resources
- Follow well established bid management principles - clear communication lines, specific roles, use of technology and proven systems
- Everyone in the organisation is committed to the goal - Win the Bid!

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Where do they have the upper hand?

- Better staff utilisation
- Less onerous HR policies and benefits for new service development - TUPE creates a more level playing field
- They use CRM as a matter of course - networks, contacts, nurturing relationships