

Achieving savings from dressings and wound care products in 2015/16

Webinar questions and answers – 28 April 2015

Have you or are you engaging with the regional Tissue Viability Nurse (TVN) groups?

Stacie Croxton, Customer Services Director
Karen Hudson, Clinical Nurse Advisor North:

Currently no. But we recognise through our experience of working with organisations such as the RCN and other clinical groups that we would very much like to work with the regional TVN groups to engage with them on the Compare and Save programme.

Our buyers work very closely with suppliers and their clinical contacts and we've progressed several collaborative projects to help increase savings in certain categories such as IV film dressings. We also have the Chief Nurse at Nottingham University Hospitals NHS Trust, Mandie Sunderland and the chair of the clinical reference board, who is engaging the Tissue Viability Society at a national level, so we're trying to engage at a local, regional and national level.

How does this work fit in with the collaborative wound care formulary projects?

Stacie Croxton, Customer Services Director:

We are aiming through the Compare and Save webinars to present you with some opportunities to assess at a high level, products that are comparable to items that you may have on your formulary, for you to decide if you want to change to those products.

From a collaborative perspective, if you are working with other trusts across a region it would be possible for us to look at all of the trust data and share with you the savings that would be available for all the collaborative as a whole - if all trusts within the collaborative moved their usage across to the comparable products.

Is there a plan to role this out to the other products within the category?

Gareth Hudson, Dressings and Wound Care Procurement Manager:

Yes - whilst most dressings and wound care products are already available on the Compare and Save programme, more products will be available from 15 June 2015

Format of the Compare and Save reporting data?

Gareth Harvey, Account Manager
Stacie Croxton, Customer Services Director:

The reports can look quite complicated at first; however this is where your Account Manager will be able to assist you. Our Account Manager are using the reports on a day-to-day basis so they can work through these reports with you to help identify potential savings options. As a development of the Compare and Save reporting, there will also be a new one page summary sheet available to provide you with an overview of each of the categories covered within this webinar.

The summary sheet will provide an at-a-glance summary of the savings available for dressings and wound care, a breakdown of the NPC's where savings are available and spend by category i.e. foams.

Will your Account Manager / Clinical Nurse Advisor be able to support on our adhesive film dressings project?

[Stacie Croxton, Customer Services Director:](#)

Please contact either your regional Account Manager or Farah Duff farah.duff@supplychain.nhs.uk who leads our collaborative programmes so we can understand in more detail what it is that you are looking to do and how we can help support.

Are commitment discounts or rebates available?

[Stacie Croxton, Customer Services Director](#)

[Gareth Hudson, Dressings and Wound Care Procurement Manager:](#)

In the first instance we'd advise you to evaluate the savings opportunities so you can make a decision on whether there is a suitable comparable product/s. If there is, once you begin purchasing the product/s and it is embedded into your trust, your account manager can facilitate conversations between yourself and the supplier with a commitment from your trust to adopt the product/s going forward. Each case can be reviewed on an individual basis with the supplier concerned with regards to rebate agreements.

Bespoke rebates are also a possibility outside of the Compare and Save programme.

Is there a Clinical Nurse Advisor (CNA) that covers the south west?

[Karen Hudson, Clinical Nurse Advisor North](#)

Elena Slater covers the south west area, please refer to your Account Manager for contact details.

How do I find contact details for my Account Manager?

[Stacie Croxton, Customer Services Director](#)

[Gareth Harvey, Account Manager](#)

Details are available on our website linked [here](#), alternatively please contact Gareth Harvey gareth.harvey@supplychain.nhs.uk who will be able to direct you to who you'll need to speak with.