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Winter Conference 2023

28-29 November 2023 | Manchester Central

One NHS Procurement and Supply Chain



Conference Brochure

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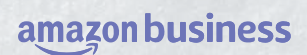
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JOIN US AT HCSA WINTER CONFERENCE

EMBRACING THE DIGITAL TRANSFORMATION OF HEALTH AND SOCIAL CARE; LEVERAGING NEW TECHNOLOGIES AND AI

Dr Stuart W. Flint, Associate Professor
at the University of Leeds



DATE

Wednesday,
29 November 2023



TIME

15:40 – 16:10



LOCATION

Main Plenary

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Chief Officer's Welcome

I write this welcome as I complete my second full year in the role of Chief Officer at HCSA and ahead of my third Winter Conference, which is back in Manchester this year before we move to our first annual conference at the Telford International Centre in 2024!

I'm delighted to say that 2023 has been another year in which the organisation has grown significantly and gained huge strides towards our long-term goals.

As you read this, we are in touching distance of 4,000 members in a year which has seen many firsts for HCSA including our inaugural Graduate PDP and Women's Network events.

In addition, we have continued our free of charge online L&D programme with refreshed courses and trainers – with many more to follow in 2024.

Alongside this conference we are also launching our mission statement document outlining our focus and direction and an infographic to set out our core services and how they fit into our mantra of Support, Develop and Celebrate.

Looking ahead to 2024, a strong financial position has allowed us to invest back into our events and L&D programmes as we build an exciting and sustainable programme for the future.

To this end, our second HCSA Women's Network event will be held on 4 September 2024 while two PDP programmes will be held w/c 22 April for graduates and other members and w/c 7 October for all members.

There will also be three regional HCSA Excellence in Supply conferences in London & South in April, Midlands in May, and the North in June/early July.

In addition, we will also host our first joint event with HFMA in January with an exciting Procurement Forum programme.

To cater for this expansion in events and L&D we have also expanded the Business Support Team (BST) ahead of a busy 2024.

Finally, I'd like to thank our corporate sponsors, exhibitors, conference sponsors and our conference partners at BiP Solutions for all their help in putting together another major event for the community and everyone at HCSA including Trustees, Executive colleagues, Business Support Team and National Council who give so much time, effort and energy to make the HCSA a success.

Of course, the NHS continues to face many challenges and never more so than in the procurement and supply chain community, so it is more important than ever for us to come together and celebrate the remarkable work of procurement and supply chain professionals at the conference and our Gala Dinner and Awards ceremony.

Keith Rowley,
Chief Officer, HCSA
Managing Director,
NHS North of England Commercial
Procurement Collaborative

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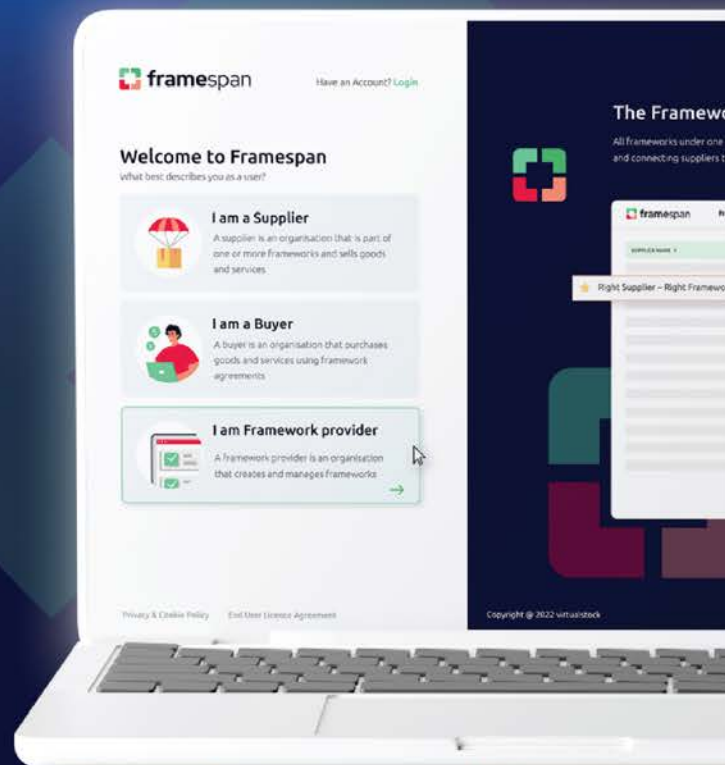
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Chairman's Welcome

Firstly, a very warm (and hopefully dry) welcome to Manchester for our annual Winter Conference. We had a very positive reaction to last year's expanded event and the challenge for the organisation this year has been to build on that success and continue to grow and develop – which I'm delighted to say we have.

This year we again welcome two PDP cohorts to conference after successful PDP events in both April and October, and I think this has been a great initiative as we encourage colleagues to broaden the appeal of what HCSA is offering. I hope to get to talk to many of you over the course of the next few days.

As ever, I am very grateful to our corporate sponsors and exhibitors whose support and funding helps make this as affordable a conference as possible as we seek to maintain and grow the attendance across the UK. I'm also pleased to see our relationship with sponsors continue to develop and the number of dedicated events we are now hosting with them is an example of this.

This will be the first conference we have had for many years without an address by our former President Lord Philip Hunt who has now become Patron of HCSA. I would like to take this opportunity to thank Philip for

his support over the years as well as his wise guidance through some tricky times and helping on the journey to become a charity-based organisation. The role of President continues to be an important one and it has been a pleasure to welcome Matthew Swindells to that role this year.

My thanks also go out to Keith Rowley and the team who have arranged an excellent programme of speakers, our event support colleagues at BiP Solutions and Pete Pennington Productions, and of course our speakers over the next two days.

Finally, I'd like to express my gratitude to all of you for taking the time to attend. I know it's been a particularly challenging year and to find both the time and money to come to the event is never easy.

I hope you feel that it will be well worth it not only from the line up of speakers we have attracted but for the great networking opportunity it provides.

Have a great conference.

Mark Roscrow MBE,
HCSA Chairman of Trustees

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customer data files

140

customers,
from NHS trusts
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across the UK

10

years helping
healthcare
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of their spend
data

67,000

support desk interactions
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our **Platform Plus** customers

75

Platform Plus customers who we
deliver detailed category insights for
across Med & Surg, Estates, Digital and
HR categories

1

Platform with
Single-Sign-On to
access all your
opportunities

20:1

the RoI a number
of our customers
have achieved
working with
Platform Plus
insights

200m

transactions across many disparate sources of data.
All connected together to help you **#MakeSense** of
your spend data in seconds

Bespoke reports created for our **Platform
Plus** customers YTD, saving hours of NHS time
and providing insights never seen before

580

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The Lord Mayor of Manchester

Councillor Yasmine Dar was born in South Yorkshire but was raised in Manchester. She is a proud Mancunian and has lived in Manchester for over fifty years, alongside her five brothers and one sister.

As a child, Yasmine attended Manley Park Primary School and Whalley Range High School. She then attended Abraham Moss College, where she studied Art and Design, Hairdressing and Beauty Therapy. After working for several years, Yasmine took the decision to go back to education and completed a Diploma and Certificate in Welfare Studies. She began working for a Welfare Rights Organisation supporting and advising individuals regarding their rights and entitlements. Yasmine soon realised making a difference to the lives of others by providing the right support and advice was her vocation.

Yasmine has had her fair share of trials and tribulations but has not let any of those struggles or difficulties keep her down. Empowered by her life experiences, while being a mother to two daughters, Yasmine completed a BA Hons in Social Work from Salford University.

In 2009, Yasmine and her brother Majid set up a charity for young people called Community on Solid Ground. It is now an award-winning service, and more than 400 young people access its activities on a weekly basis. Yasmine's working life has included helping some of the most vulnerable and stigmatised in our communities around mental ill health, domestic abuse, and the criminal justice system.

Yasmine has valued the support of her loving parents, especially her late father M. Akram Dar, who encouraged her to become involved in local politics. Yasmine knew she could make a difference and is committed to standing up for peace, justice and equality for all. She was elected to Manchester City Council in 2014 as Councillor for Moston ward.

Yasmine is a proud socialist and community activist. Soon after becoming a councillor, she was elected onto the Labour Party's National Executive Committee – its highest governing body. This is a great achievement for a working-class, Black, Asian and Minority Ethnic woman.

Life taught Yasmine that she could empower herself to do better, and this is why her year as Lord Mayor will have the theme of self-empowerment. Yasmine says: "I am truly humbled and honoured to be the Lord Mayor of the City of Manchester. I will represent the great people of this city, and inspire and empower others on this journey."

Yasmine is supported by her daughter Amina as Lady Mayoress, and her brother Majid Dar as Consort.

**Councillor Yasmine Dar,
The Lord Mayor of Manchester**

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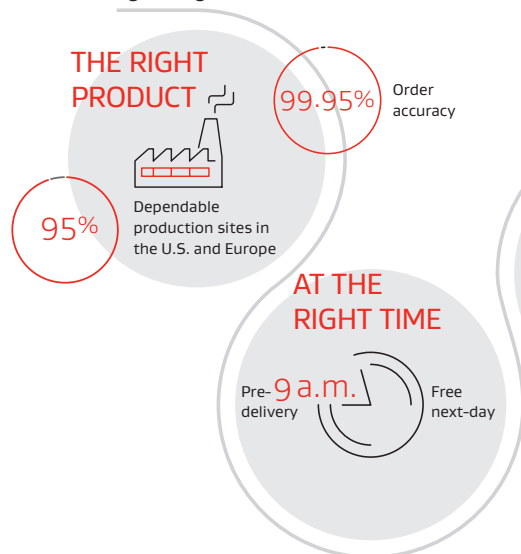
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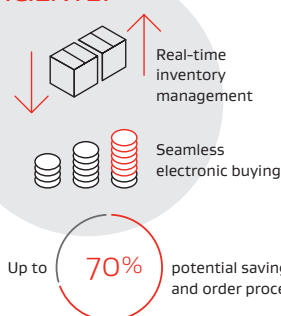
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Motivational Speaker Sarah Furness

HCSA is delighted to have RAF veteran and combat helicopter pilot Sarah Furness giving our keynote speech at the HCSA Winter Conference 2023.

Sarah has 20 years of military service as an RAF helicopter pilot, squadron leader, mentor, and facilitator.

She led operational combat tours in Iraq and Afghanistan and, during her experiences both at home and at war, has learnt that tough and capable people don't always feel as strong as they look, which prompted her to re-train and harness her experience and passion for helping people use their brains as a force for good.

Sarah has developed her own unique Healthy Automatic Behaviours in Threatening Scenarios (H.A.B.I.T.S.) Formula – a way to train the mind to be a Jedi master under pressure and accomplish zen-like levels of self-belief and inner calm.

Her approach is robust whilst being non-invasive and good-humoured and she is a motivational speaker on a mission to help people feel as strong as they look.



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Are you listening?

SupplyCast is the HCSA podcast featuring key figures in and around the NHS procurement community.

Find it on apple, Spotify or wherever you listen to your podcasts!

Social Impact & Sustainability highlights 2022

1. Changed from women's to all-inclusive Cook Medical Mini-Marathon and celebrated 8th year of our partnership in the event.
2. Strengthened Diversity, Equity, and Inclusion and introduced Business Resource Groups.
3. Implemented equal rights for parental leave in Denmark.
4. Raised €134,000 for different charities between Denmark, Limerick, and Germany.
5. Retained ISO 14001 Environmental Management System certification for both Denmark and Ireland, with Ireland also recertifying for ISO50001.
6. Established the Cook Common: a biodiversity common in Denmark.
7. Installed electric car charging ports in Limerick and Denmark.



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Day One – 28 November Agenda

Time	Title	Speaker	Location
10.10 - 10.40	Welcome Address	Matthew Swindells , HCSA President and Chair, North West London Acute Provider Collaborative	Exchange Auditorium
10.40 - 10.50	Introduction to conference	Keith Rowley , HCSA Chief Officer and MD, North of England Commercial Procurement Collaborative	Exchange Auditorium
10.55 - 11.35	NHS England update	Jaqui Rock , Chief Commercial Officer, NHS England	Exchange Auditorium
11.40 - 12.05	NHS Workforce – Commercial challenges and opportunities	Will Laing , Operations Director, NHS Workforce Alliance Clare Martin , Associate Director of Procurement, Surrey and Borders Partnership NHS Foundation Trust	Exchange Auditorium
12.10 - 12.50	Women's network three pillars of empowerment: mentoring, allyship & collaboration	Mary Mundy , Partner, Capsticks (Panel Chair) Tracey Cramond , HCSA Women's Network Chair & North East Regional Coordinator and Commercial Advisor, NHS Shared Business Services Clara Purnell , HCSA Deputy Chief Officer and Head of Procurement and Logistics, Royal Berkshire NHS Foundation Trust Martin Hamilton , Managing Partner, Capsticks Clare Nash , Clinical Procurement Lead, Black Country Alliance Miranda Gordon , Global Head of Packaging, Procurement, DHL Supply Chain Emma James , Director of Procurement & Supply Chain, Nottingham University Hospitals NHS Trust	Exchange Auditorium
12.50 - 13.50	Lunch and Exhibition		
12.55 - 13.20	Atamis – Transforming the NHS Commercial technology and data landscape	Steve Balding , Commercial System and Digital Strategy Programme Director, NHSE Nils Van De Winkle , Head of Procurement, Data and Performance, NHSE	Exchange Room 1
12.55 - 13.20	How does the Government's MedTech Strategy align with the new NHSE Commercial Strategy?	Glen Hodgson , Head of Healthcare, GS1 UK David Lawson , Director of Medical Technology, Department of Health and Social Care	Exchange Room 2&3
12.55 - 13.20	Procuring for a greener supply chain	Stacie Croxton , VP NHS Operations, LSHC - DHL Supply Chain	Exchange Room 4&5

Day One – 28 November Agenda

Time	Title	Speaker	Location
13.20 - 13.45	Productive Partnerships – where procurement can prevent system failure	Paul Whittle , Market Access & Communications Manager, PENTAX Medical Andy Turnbull , Product Manager, PENTAX Medical	Exchange Room 1
13.20 - 13.45	Electrosurgery and diathermy: how does this technology affect safety of workplaces during electrosurgical procedures?	Sebastian Kirking , Trainer, ERBE Medical	Exchange Room 2&3
13.20 - 13.45	Amazon Business: Digital optimisation	Nina Kanin , Healthcare & Pharma Lead, Amazon Business UK&I Liam O'Connell , Enterprise Account Manager - Healthcare, Amazon Business	Exchange Room 4&5
13.50 - 14.30	Keynote Address	Professor Tim Briggs CBE , Chair, GIRFT and National Director for Clinical Improvement and Elective Recovery, NHS England	Exchange Auditorium
14.35 - 15.00	How health tech is supporting the Net Zero agenda	Addie MacGregor , Sustainability Executive, ABHI	Exchange Auditorium
15.05 - 15.45	From Bad Buying to Perfect Procurement	Peter Smith , CIPS Past President and author of "Bad Buying – how organisations waste millions through failure, fraud and f*ck-ups"	Exchange Auditorium
15.45 - 16.15	Exhibition and Tea & Coffee		
15.50 - 16.15	Connected Care: A hands-on experience	Austin Paramore , Head of Strategic Alliances - W. Europe, UKI, Nordics, Baxter Healthcare	Exchange Room 1
15.50 - 16.15	Framespan – The revolutionary framework platform	Ed Bradley , CEO/Founder, Virtualstock	Exchange Room 2&3
15.50 - 16.15	Delivering long term sustainable value through digital procurement transformation	Gerard Orrock , Public Sector Procurement Executive, SAP	Exchange Room 4&5
16.15 - 16.55	Developments in procurement law	Andrew Daly , Partner and Head of Procurement, Hempsons	Exchange Auditorium
16.55 - 17.05	Closing Address	Clara Purnell , HCSA Deputy Chief Officer and Head of Procurement and Logistics, Royal Berkshire NHS Foundation Trust	Exchange Auditorium
17.10 - 17.40	HCSA Annual General Meeting	Mark Roscrow MBE , HCSA Chairman of Trustees	Exchange Auditorium

Day Two – 29 November Agenda

Time	Title	Speaker	Location
9.00 - 17.00	Future Leaders & Graduates		Exchange Room 1
9.00 - 9.25	Solving the framework nightmare - The power of total visibility	Ed Bradley , CEO/Founder, Virtualstock	Exchange Auditorium
9.30 - 9.55	Clinical-Supply Chain Integration: Why and How to Align for Value	Jimmy Chung , AHRMM, Immediate Past Chair and Chief Medical Officer, Advantus Health Partners Karen Conway , AHRMM, Past Chair and HCSA Honorary Member	Exchange Auditorium
10.00 - 10.40	Fly Higher	Sarah Furness , Former Combat helicopter pilot and Squadron Leader	Exchange Auditorium
10.40 - 11.10	Exhibition and Tea & Coffee		
10.40 - 11.05	Using the Neutral vendor model to drive cross-category procurement efficiency within the NHS	Rob Levene , CEO, Constellia Director of NHS West London Procurement Services	Exchange Room 2&3
10.40 - 11.05	Better partnerships lead to better patient outcomes	Richard Evans , Value Strategist, W.L. Gore & Associates (UK) Ltd Meike Immenkamp , EMEA Strategic Marketing, W.L. Gore & Associates (UK) Ltd	Exchange Room 4&5
10.40 - 11.05	Innovation and the role of clinical procurement	Fay Allen , Innovation Specialist, NHSSC Michaela Russell , Innovation Specialist, NHSSC	Exchange Room 6
11.10 - 11.50	NHS Supply Chain – in conversation	Sara Ford , Strategy, Marketing and Change Executive Director, NHSSC Jodi Chapman , Customer Executive Director, NHSSC Steve Vandyken , Director of Medical Technology, NHSSC Beth Loudon , Director of Medical and Surgical Consumables, NHSSC	Exchange Auditorium
11.55 - 12.30	What accounts for trust in management	Joolz Lewis , Principal Consultant, Legitimate Leadership International	Exchange Auditorium
12.30 - 13.30	Lunch and Exhibition		
12.35 - 13.00	Sustainability update - NHSE	Alexandra Hammond , Head, Sustainable Procurement and Supply Chain, NHS England and NHS Improvement	Exchange Room 2&3
12.35 - 13.00	The Provider Selection Regime – what will it mean for you?	Andrew Daly , Partner and Head of Procurement, Hempsons	Exchange Room 4&5

Day Two – 29 November Agenda

Time	Title	Speaker	Location
12.35 - 13.00	New Inventory Management System Update	Frankie Wallace , Data Standards Engagement Manager, NHS Supply Chain	Exchange Room 6
13.00 - 13.25	Developing Sustainable Healthcare	Caroline Beecham , Commercial & Distribution Director UKI, Becton Dickinson	Exchange Room 2&3
13.00 - 13.25	NHS Workforce – Using data to drive better outcomes	Adam Howes , Strategic Business Analyst, NHS London Procurement Partnership	Exchange Room 4&5
13.00 - 13.25	Clinical Procurement in Wales	Chris Shaw , Lead Nurse - Clinical Procurement, NHS Wales	Exchange Room 6
13.30 - 13.55	Procurement and Supply Chain within Health and Social Care in NI	Linda O'Hare , Assistant Director - Procurement, BSO PaLS	Exchange Auditorium
14.00 - 14.40	Sweatshops, child labour and planetary destruction: harms from the linear economy for medical goods - and how we fix it	Professor Mahmood Bhutta , Chair in ENT Surgery & Sustainable Healthcare, Brighton & Sussex Medical School, and Honorary Consultant in ENT Surgery & Clinical Green Lead, the University Hospitals Sussex NHS Foundation Trust	Exchange Auditorium
14.45 - 15.10	Empowering new service models with lifecycle procurement	Paul Whittle , Market Access & Communications Manager, PENTAX Medical	Exchange Auditorium
15.10 - 15.40	Exhibition and Tea & Coffee		
15.10 - 15.35	Telling stories with data - a practical 'how to'	Mat Oram , CEO & Co-Founder, Adviselnc	Exchange Room 2&3
15.10 - 15.35	Health economics for decision-making	Dawn Cooper , Senior Health Economics and Reimbursement Program Manager, Cook Medical	Exchange Room 4&5
15.40 - 16.10	Embracing the digital transformation of health and social care; leveraging new technologies and AI	Dr Stuart W. Flint , Associate Professor, University of Leeds	Exchange Auditorium
16.15 - 16.55	Amazon Business: Driving operational, product and social value	Nina Kanin , Healthcare & Pharma Lead, Amazon Business UK&I Liam O'Connell , Enterprise Account Manager - Healthcare, Amazon Business UK&I	Exchange Auditorium
16.55 - 17.00	Closing Address	Richard Whiteside , HCSA Deputy Chief Officer and Head of Procurement, Essex Partnership University NHS Foundation Trust	Exchange Auditorium



Matthew Swindells

HCSA President and Chair, North West London Acute Provider Collaborative

Matthew is the Chair of the Board for the four acute hospitals that make up the North West London Acute Provider Collaborative – Chelsea and Westminster NHS Foundation Trust, The Hillingdon

Hospitals NHS Foundation Trust, Imperial College Healthcare NHS Trust and London North West University Healthcare NHS Trust. He also runs his own consultancy, MJS Healthcare Consulting, through which he provides strategic advice on digital transformation and global healthcare to a small number of innovative companies.

Matthew is President of the Health Care Supply Association (HCSA) and holds a Visiting Professorship at Imperial College Institute of Global Health Innovation.



Keith Rowley

HCSA Chief Officer and Managing Director of North of England Commercial Procurement Collaborative

Keith Rowley has been Managing Director of NHS North of England Commercial Procurement Collaborative (NOE CPC) NOE CPC, a wholly owned part of Leeds and York Partnerships NHS Foundation Trust (LYPFT) since 2012. Through NOE CPC Keith is responsible for a range

of services including the Collaborative Procurement Hub, the Hotel Services Category Tower and the shared Procurement and Logistics services delivered to LYPFT and Leeds Community Healthcare NHS Trust (LCH). Prior to joining NOE CPC, Keith worked in the IT Services Sector for 14 years, where he covered a wide spectrum of roles including procurement, sales, marketing, and operations. Most recently Keith has been appointed Chief Officer of Health Care Supply Association (HCSA). Keith is particularly interested in ensuring the role of Procurement is valued and developed to ensure it continues to underpin the success of the NHS.



Jacqui Rock

Chief Commercial Officer, NHS England

Jacqui Rock, leads the Commercial Directorate at NHS England – a national team of commercial and estates professionals that ensures the NHS has the products, services and infrastructure it needs to deliver world-class patient care and spends taxpayers' money effectively and efficiently.

Jacqui joined NHS England from the UK Health Security Agency where she was Chief Commercial Officer. She was formerly Commercial Director for the Defence Infrastructure Organisation at the Ministry of Defence and plays an active leadership role in the Cabinet Office Central Commercial Function.

Jacqui was included in Supply Chain Digital's 'Top 100 Women in Supply Chain 2023 and in July, was named as part of the CIPS Procurement Power List 2023.



Will Laing

Operations Director, NHS Workforce Alliance

Will Laing is the Operations Director for the NHS Workforce Alliance, jointly reporting to the senior management of all five partner organisations, and responsible for the overall success of the Alliance in driving positive outcomes across all areas of workforce management for the NHS.

Social Care for Crown Commercial Service, during a period where the engagement between the health sector grew significantly.

Will has an extensive background in NHS procurement since taking his first role with NHS Supplies North West division in 1995. From 2000 to 2010, Will worked in various commercial and managerial roles in the NHS Purchasing and Supply Agency (PASA), which has given him insight into the challenges and opportunities in the NHS. Will led several categories in the 2004 NHS Supply Chain Excellence programme, introduced the first national agreement for Agency Nurses in 2007, and in 2008-10 represented the NHS in leadership roles in the OGC's collaborative category management in energy and fleet.

Previously, Will was the Account Director - Department of Health and



Clare Martin

Associate Director of Procurement, Sussex Partnership NHS Foundation Trust

Clare has had a varied career, mainly in the public sector justice field. She fell into procurement 20 years ago and found her passion for commercial and contract management. She joined the NHS in 2019 as Associate Director of Procurement leading a newly integrated procurement service between Surrey & Borders Partnership and Sussex Partnership NHS Foundation Trusts.



Clara Purnell

HCSA Deputy Chief Officer and Head of Procurement and Logistics, Royal Berkshire NHS Foundation Trust

Clara has held various Procurement leadership roles within the private and public Healthcare sector, leading teams through major transformation programmes, delivering significant commercial benefits as well

as changing the perception of Procurement, and the value it can deliver to Healthcare organisations; supporting best in class patient care and pathways. She was named a Deputy Chief Officer at HCSA in October 2022.



Tracey Cramond

Commercial Advisor, NHS Shared Business Services

Tracey is a Commercial Advisor at NHS Shared Business Services, a joint venture established in 2005 by the Department of Health and Social Care (DHSC) in a unique partnership with digital experts Sopra Steria, providing specialist procurement services to the NHS. Tracey is an experienced



Emma James BA (Hons)

LLM, FCIPS, Director of Procurement & Supply Chain.

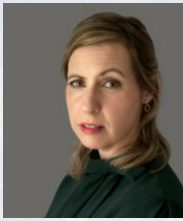
Emma is a dynamic forward thinking leader who continually strives to improve and deliver procurement and supply chain professionalism within the NHS. Emma is currently leading the Procurement & Supply Chain teams at Nottingham University Hospitals NHS Trust.

Emma has over 15 years' experience in procurement and supply chain within the public sector. She has experience of working in purchasing consortia's in local government before coming in to the NHS.

commercial professional having worked over 30 years in private sector across a variety of industries and more recently has worked for over 12 years within the healthcare commercial environment working with NHS organisations in the Northeast and Yorkshire regions.

Tracey is also Chair of the newly formed HCSA Women's Network dedicated to celebrating the achievements of women in Procurement and Supply Chain in the NHS and healthcare sector. Seeking to address women's issues in the workplace and work to drive positive change.

Keynote Speaker Profiles — Day 1



Mary Mundy

Managing Partner, Capsticks

Mary is a Partner at Capsticks, a leading law firm in the UK providing specialist advice to the health sector and proud sponsor of the HCSA Women's Network. Mary is an experienced commercial lawyer and is an expert on public procurement law. Mary is the Deputy Head of Healthcare at Capsticks and has extensive experience advising NHS Trusts,

Commissioners and Suppliers on a range of procurement matters from day to day issues through to complex and strategic processes and procurement challenges. Mary has previously worked in-house as Legal Counsel at NHS Supply Chain advising on the setting up of various framework agreements for health supplies.



Martin Hamilton

Managing Partner, Capsticks

Martin has been with Capsticks since 1997 and prior to becoming Managing Partner specialised in advising health and social care organisations and charities on their employment issues. From 2010 until 2018 he was Capsticks' Head of Employment & Pensions, during which time our employment practice developed from its south-east base to the national practice it is today.

He is passionate about inclusion and is Capsticks' equity, diversity and inclusion executive sponsor.



Clare Nash

Clinical Procurement Lead, Black Country Alliance

Clare has been a registered nurse for over 30 years. With a clinical background in intensive care and general surgery, she knows only too well the volumes of single use clinical consumables required to deliver care, and the impact this can have on the planet if we continue on this ever-increasing trajectory. She

is leading the way in delivering more sustainable care through greener procurement, and has been published in the Nursing Times, as well as presenting nationally on this topic. When she isn't working you will find her on Twitter @clarennash20, or running around Shropshire!



Miranda Gordon

Global Head of Packaging, Procurement, DHL Supply Chain

Miranda worked in procurement for over 15 years where she saw first-hand the benefits procurement brings to organisations and how much more can still be achieved. She has worked in the food industry and well as NHS procurement and her focus is now on DHL's global packaging procurement strategy,

driving greater value for customers through environmentally friendly, socially responsible and governed solutions.



Professor Tim Briggs CBE

Chair of GIRFT and NHS England National Director for Clinical Improvement and Elective Recovery

Chair and National Lead of the Veterans Covenant Healthcare Alliance (VCHA) and Honorary Colonel of 202 (Midlands) Field Hospital RAMC

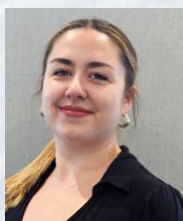
Tim is a consultant orthopaedic surgeon and was appointed National Director for Clinical Improvement and Elective Recovery for NHS England in November 2022. He is Chair of the GIRFT programme and leads the roll out of GIRFT methodology across all

surgical and medical specialties.

Tim was appointed to the Royal National Orthopaedic Hospital as a consultant in 1992. His specialist interests are in orthopaedic oncology as well as surgery to the hip and knee. He was medical director at the RNOH for 15 years, ensuring a re-build, and was president of the British Orthopaedic Association in 2014.

He is also chair and national lead of the Veterans Covenant Healthcare Alliance (VCHA) and Honorary Colonel of 202 (Midlands) Field Hospital RAMC.

He was made a Commander of the Most Excellent Order of the British Empire (CBE) in the 2018 New Year's Honours List for services to the surgical profession.



Addie MacGregor

Sustainability Executive, ABHI

After studying a Masters in Sustainability and Management at Royal Holloway, Addie became ABHI's first Sustainability Executive, joining the Association in 2022 to lead on this critical agenda.

Addie provides support to the membership and works with stakeholders to ensure the role of sustainability within HealthTech is recognised. In managing ABHI's Sustainability Group, Addie is helping the industry to tackle the opportunities and challenges that exist on such a complex topic.



Andrew Daly

Partner and Head of Procurement, Hempsons

Andrew is a partner and head of procurement within Hempsons LLP's specialist procurement law team. He has over 20 years' experience of working with the NHS, acting both for contracting authorities and bidders.

Andrew utilises the knowledge gained from acting for clients on both sides of the fence to provide pragmatic advice on running defensible procurement processes/defending procurement law challenges, and also to advise bidders on improving their chances of success/challenging defective processes

Andrew led on the successful and timely delivery of one of the first innovation partnership procedures under the Public Contracts Regulations 2015 and regularly advises on designing and structuring processes, drafting procurement documentation and defending procurement law challenges. He also acted for the commissioner in defending the first NHS v NHS procurement challenge to reach the courts.

When acting for bidders, Andrew seeks to challenge processes, looking at areas where the bidder has been discriminated against. He has successfully overturned a number of procurement processes on behalf of bidders. Andrew successfully advised the two trusts in Lancashire Care NHS Foundation Trust & Blackpool Teaching Hospitals NHS Foundation Trust v Lancashire County Council [2018] EWHC 1589 (TCC).



Peter Smith

*CIPS Past President and author of "Bad Buying – how organisations waste millions through failure, fraud and f*ck-ups"*

After graduating from the University of Cambridge, Peter started his procurement career at Mars Confectionery, then was Procurement Director for Dun & Bradstreet Europe, the UK Department of Social Security, and NatWest Group. He was elected a Fellow of CIPS and was institute President in 2003. He founded his consulting firm, Procurement Excellence Ltd. in 2004 and from 2010-18 was Managing Editor of the Spend Matters Europe website. He has now written four books, including Bad Buying, his most recent being "Procurement with Purpose – How organizations can change the way they spend money NOW to protect the planet and its people" published in 2021. He writes regularly for various websites and publications and also works with the University of Northampton's Centre for Sustainable Business Practices and Skema Business School in France.



Ed Bradley
CEO/Founder, Virtualstock

Ed Bradley is CEO and Founder of Virtualstock, a UK technology company. Virtualstock's technology powers healthcare platforms including Edge4Health and Framespan.

Ed founded Virtualstock in 2004 to enhance procurement and supply chain capability within the

retail sector where its platform is now used to process over £1.7 Billion of e-commerce sales for John Lewis, Argos, Curry's, B&Q and many other well-known retailers.

Over the last ten years, Virtualstock's platform has been modified to meet the needs of the NHS, where it provides catalogue solutions for over 30 NHS trusts.

Framespan is the latest platform to be released by Virtualstock, designed to vastly improve the framework procurement process within hospitals.



Karen Conway
AHRMM, Past Chair and HCSA Honorary Member

Karen Conway advances the role of supply chain to achieve a value-based healthcare system that optimizes the cost and quality of care, while improving both equity and sustainability in care delivery. She applies her knowledge of supply chain operations and systems thinking to align data

and processes to improve health outcomes and the performance of organizations upon which an effective healthcare system depends. In 2020, Conway provided closing remarks for a G20 Summit pre-event on leadership to achieve sustainability in the health sector; she has also led

the supply chain curricula at recent summits on health system recovery, health equity and ESG.

Conway is former national chair of AHRMM, the supply chain association for the American Hospital Association, and an honorary member of HCSA. She currently serves on the U.S. Healthcare and Public Health Sector Coordinating Council (HSCC) and the working group on forced labor in the healthcare supply chain. She has also served on the GS1 Global Healthcare Leadership Team and on the healthcare advisory board for CAPS Research.

Conway is a co-author of Strategic Management of the Healthcare Supply Chain (Wiley, 2023) and Leading from the Edge, a best-selling book on global leadership (ATD Press, 2013). Conway holds a masters in the Science of Healthcare Delivery from Arizona State University and a bachelors degree from The Colorado College.



Steve Vandyken
Director of Medical Technology, NHSSC

He joined the NHS in 1999 following previous procurement and supply chain roles in the private sector and the Royal Air Force. Steve joined NHS Supply Chain in July 2019 as Category Director for Orthopaedics, Trauma and Spine and Ophthalmology, after ten years as Director of Procurement and Supply Chain at University

Hospital Southampton NHS Foundation Trust. Prior to this he worked in several national roles as well as a NHS shared service organisation and a NHS collaborative procurement hub. A qualified member of the Chartered Institute of Procurement and Supply, he also has a master's degree in procurement.



Sara Ford
Strategy, Marketing and Change Executive Director, NHSSC

Sara joined NHS Supply Chain late in 2018 as the Corporate Strategy and Communications Director. She joined from a 20+ year career in Accenture, a global management consultancy organisation, where she was the Managing Director responsible for their UK & Ireland Healthcare Consulting business.

Whilst at Accenture she led engagements across a number of global clients from different industries including Shell, BP, Argos, Novartis, Roche, and Molnlycke for example. Always focusing on the development of supply chain strategies and subsequent delivery of transformational change.



Sarah Furness
Former Combat helicopter pilot and Squadron Leader

Sarah has 20 years of military service as an RAF helicopter pilot, Squadron leader, mentor, and facilitator. Sarah led operational combat tours in Iraq and Afghanistan. During her experiences both at home and at war, Sarah learnt that tough and capable people don't always feel as strong as

they look. This prompted her to re-train and harness her experience and passion for helping people use their impressive (but often mischievous) brains as a force for good.



Jimmy Chung
AHRMM, Immediate Past Chair and Chief Medical Officer, Advantus Health Partners

Dr. Chung is Chief Medical Officer of Advantus Health Partners, an end-to-end supply chain company owned by Bon Secours Mercy Health in the US and Ireland. He is board certified in

surgery and has practiced for over 20 years. He is a Certified Physician Executive and Past Chair of the Association for Healthcare Resource & Materials Management (AHRMM).

Immediately prior to joining NHS Supply Chain, Jodi was Business Unit Director at Molnlycke Healthcare for the Wound division. Having worked at Molnlycke for 13 years, Jodi worked her way up through the business, in positions such as Account management, Key Account Management, Regional Business Manager, Marketing Manager, and Head of Sales.

Throughout Jodi's career, she has sought to deliver value back to the NHS, with a clear focus on patient outcomes, it was this purpose that led Jodi to join NHS Supply Chain.



Jodi Chapman
Customer Executive Director, NHSSC

Jodi joined NHS Supply Chain in July 2021 as the Customer Engagement Director. She joined after a 20 years in the Healthcare industry. Jodi started her career at Johnson & Johnson as an Account Manager in the Ethicon Business Unit.



Beth Loudon
Director of Medical and Surgical Consumables, NHSSC

Beth joined the NHS Supply Chain Commercial team in May 2023 bringing with her extensive experience in transforming procurement delivery teams within Healthcare to achieve efficiencies and supply chain resilience.

In her time with Akeso from 2019, she led the delivery of a Category Tower for NHS Supply Chain as an outsourced provider, developing and delivering the national category strategies for Pathology, Angiography, Dental and Renal for the NHS. She also led complex procurement project delivery for multiple clients which has included multi-Trust managed service pathology procurements, commercial strategy

development for regional community diagnostics centres and genomics services category strategy and delivery.

Beth has broad experience across the Health Commercial landscape including medical and surgical category management at NHS PASA, development and implementation of the first wave of NHS collaborative models, Business Director at NHS Commercial Medicines Unit and developing and implementing DHSC commercial policy on NHS procurement.

Beth spent 5 years at NHS Shared Business Services as Business Development Director and then as the Sourcing Director – developing and implementing shared services and leading and solutioning complex and national procurements.

She has achieved Fellowship status with the Chartered Institute of Purchasing and Supply, has held Governance positions with CIPS Congress and is an active member of the Healthcare Supplies Association.

Keynote Speaker Profiles — Day 2



Joolz Lewis

Principal Consultant, Legitimate Leadership International

Joolz is a Principal Consultant for Legitimate Leadership International, a consultancy that helps client organisations transform their culture through a focus on leadership excellence.

Her career started in Global Training Operations in the US and UK, where she set up and led a team that established Cisco's worldwide sales certification partner programme before moving on to support Compaq (pre-HP merger)'s Enterprise-wide CRM roll-out.

Back in the UK, Joolz continued to work as a change management consultant in the CRM space. In 2008 she became an independent consultant focusing on leadership and culture, and in 2018 was certified as an Executive Coach with the ILM (Institute of Leadership & Mgt.).

Since then, she has facilitated leadership programmes for clients such as Thermo Fisher Scientific, National Grid, Broadcom and Babcock. In 2020 she joined Legitimate Leadership and is currently working with Oxford University Hospitals Trust Procurement and Supply Chain.



Linda O'Hare

Assistant Director - Procurement, BSO PaLS

Linda O'Hare is Assistant Director – Procurement, at Business Services Organisation (BSO), Procurement and Logistics Service (PaLS), in Northern Ireland (NI). PaLS is the sole provider of professional procurement and logistics services to all Health and Social Care (HSC) organisations in NI. BSO PaLS manages £1.3bn of expenditure per annum, has circa 420 staff, with procurement offices and warehouses situated across NI. BSO PaLS manages procurements and contracts across all categories of goods and services – clinical, non-clinical, social care and ICT. Linda has 23 years Public Procurement experience, in the Health Services in both Ireland and NI. Prior to this she headed up the purchasing department in the 5-star Merrion Hotel in Dublin, and in her early career held a number of management roles in the hospitality industry. In her spare time, Linda takes long walks in the countryside, spends time with family and friends and likes to travel extensively.



Professor Mahmood Bhutta

Chair in ENT Surgery & Sustainable Healthcare at Brighton & Sussex Medical School, and Honorary Consultant in ENT Surgery & Clinical Green Lead at the University Hospitals Sussex NHS Foundation Trust

Professor Bhutta is a consultant ENT surgeon who has experience in all disorders of the ear nose throat and neck, but with a special interest in otology (disease of the ear). He treats a range of conditions, including hearing loss, glue ear, holes in the eardrum and cholesteatoma. He currently runs the regional ear implant service. At the end of his training Prof Bhutta was awarded the TWJ Otology Fellowship

as the top trainee in ear surgery in the UK.

Professor Bhutta also has diverse academic interest in ear disease and global health. He was formally Phizackerley Senior scholar at Balliol College Oxford where his DPhil was in genetic susceptibility to otitis media (inflammation of the middle ear). He now works on global ear disease, and has trained health workers in Cambodia, Nepal, South Africa, Fiji and Uganda, and is a consultant to the WHO program on prevention of deafness and hearing loss. He also works with national and international partners on labour rights concerns in healthcare supply chains, and in 2006 founded the award-winning Medical Fair and Ethical Trade Group at the British Medical Association.

In his first year as a consultant Professor Bhutta was awarded a certificate of excellence in patient care.



Paul Whittle

Market Access & Communications Manager, PENTAX Medical

Paul's focus is on developing the field of Value Based Procurement, creating new Industry-NHS partnerships to deliver the true potential of today's technology and pave the way for tomorrows.

For a number of years now he has led the creation and implementation of new Partnerships with the NHS while also driving the organisational

change required to allow a successful transition to a value-based approach. His aim is to deliver the behavioural drivers that facilitate partnership and outcome creation between two parties that were traditionally adversarial.

He is currently working on mechanisms for scale and the ability to deliver via various supply channels. At a local, regional and national level, change is required and change is happening.



Dr Stuart W Flint

Associate Professor, University of Leeds

Stuart is an Associate Professor of the Psychology of Obesity at the University of Leeds, with my primary areas of work related to understanding, measuring and intervening with conscious and unconscious cognitions and where appropriate, applying these to behaviour change.

He is an Honorary Academic for the Office of Health Improvement and Disparities (DHSC). I am also the President of Scaled Insights, a Behavioural Artificial Intelligence company based at the University of Leeds.

Stuart is also the behavioural science lead for the COVID-19 outbreak board for Leeds City Region and Emotional Wellbeing in the Community board for Suffolk County.

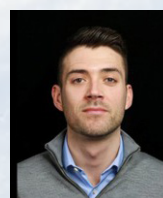


Nina Kanin

Healthcare & Pharma Lead, Amazon Business UK&I

Nina leads the Healthcare & Pharma team at Amazon Business UK&I, helping organisations like NHS Trusts and Pharmaceutical companies streamline procurement processes while maintaining compliance with organisational and governmental standards.

Special focuses include e-invoicing and enabling ESG features for B2B customers. Prior to Amazon, she led strategy, insights and innovation teams tackling topics spanning clinical trials, vaccine rollouts and medication adherence.



Liam O'Connell

Enterprise Account Manager - Healthcare, Amazon Business UK&I

Liam is a Customer Advisor at Amazon Business, working closely with NHS procurement functions. He specialises in system integrations, collaborating closely with our Professional Services team. His key interests are sustainability and digital solutions, like Punchout

Integrations and PEPPOL e-Invoicing. With a clinical background in the NHS, Liam has worked with Trusts, like Kings College Hospital NHS Foundation Trust, and manufacturers, such as Canon Medical. He maintains a patient-centric approach to procurement.



Richard Whiteside

HCSA Deputy Chief Officer and Head of Procurement, Essex Partnership University NHS Foundation Trust

Richard Whiteside has been Head of Procurement at Essex Partnership NHS Trust (EPUT) since August 2018. EPUT provides community and mental health

services across Essex and other neighbouring counties. Prior to working at EPUT Richard was Head of Procurement at Mid Essex Hospital, and has also worked within the Ambulance Service, Primary Care, and Collaborative Procurement Hubs. Before joining the NHS, Richard spent 17 years in the private sector working for a manufacturing company in various logistics and procurement roles. Richard became Deputy Chief Officer of the HCSA in 2021.



SAP's strategy is to help every business run as an intelligent, sustainable enterprise. We help companies of all sizes and in all industries run at their best. SAP Procurement Solutions includes SAP Ariba, SAP Fieldglass, SAP Business Network and SAP S/4HANA-based offerings for operational procurement, delivering a comprehensive suite for goods and services procurement and external workforce management.

SAP Ariba solutions provide collaborative commerce capabilities from sourcing and orders through invoice and payment along with expertise to help customers optimise their spend. The solutions drive simple, intelligent exchanges between millions of buyers and suppliers across both direct and indirect expense categories.



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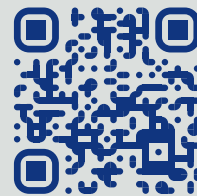
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**STAND
24**



Comprised of a team of health workforce experts from Crown Commercial Service and NHS Procurement in Partnership, nobody is better placed to meet NHS staffing challenges than NHS Workforce Alliance. As a part of the NHS ourselves, we're committed to working in partnership with NHS organisations to deliver workforce solutions.

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**STAND
8**



Every day, millions of patients and caregivers rely on Baxter's leading portfolio of critical care, nutrition, renal, hospital and surgical products. For 90 years, we've been operating at the critical intersection where innovations that save and sustain lives meet the healthcare providers that make it happen. With products, technologies and therapies available in more than 100 countries, Baxter's employees worldwide are now building upon the company's rich heritage of medical breakthroughs to advance the next generation of transformative healthcare innovations. Baxter is a registered trademark of Baxter International Inc.

**STAND
29**



Since 1963, Cook Medical has worked with physicians to develop technologies. We invent, manufacture, and deliver a unique portfolio of medical devices to the healthcare systems of the world. Serving patients is a privilege, and we demand the highest standards of quality, ethics, and service in all that we do

**STAND
44**



Virtualstock is a leading SaaS technology company that provides a marketplace platform in the health sector. Virtualstock has launched Framespan, a central directory of all NHS frameworks. Framespan gives one view of all the frameworks in the market, saving procurement professionals time searching for the correct procurement pathway.

**STAND
19**



PENTAX Medical provides endoscopic imaging devices and solutions to the global medical community. Specialising in video and fiberoptic endoscopy equipment for diagnostic and therapeutic applications including Gastroenterology, ENT and Pulmonary medical fields, it offers a full range of products and services based on leading-edge R&D and manufacturing.

Thank you to our Sponsors

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STAND 23		AdviselInc is a leading HealthTech company, providing data analytics and insight to the healthcare market. AdviselInc's Price Benchmarking platform is used UK wide by the NHS, assisting buyers to make sense of the billions of pounds that is spent each year. We continue to develop products that add value and efficiency into the wider healthcare sector.
STAND 26		Amazon Business works with NHS organisations to improve procurement processes, leading to cost and time efficiencies, productivity gains, and valuable purchasing insights.
STAND 22		BD is a global medical technology company that is advancing the world of health by improving medical discovery, diagnostics and the delivery of care. BD leads in patient and healthcare worker safety and the technologies that enable medical research and clinical laboratories. The company provides innovative solutions that help advance medical research and genomics, enhance the diagnosis of infectious disease and cancer, improve medication management, promote infection prevention and equip surgical and interventional procedures.
STAND 10		Talk to us about gaining control of your Professional Services spend. At Constellia, we are experts in professional services spend management, offering a Professional Services MSP solution, delivered by great
STAND 09		DHL, part of Deutsche Post DHL Group, is the leading global brand in the logistics industry. Our DHL divisions offer an unrivalled portfolio of logistics services ranging from warehousing and distribution via national and international road, air, and ocean transport networks, to industrial supply chain management and e-commerce fulfilment solutions.
STAND 31		As a family-owned and operated business, Erbe develops, manufactures and markets surgical systems for professional use in various medical disciplines globally. The portfolio comprises devices and instruments for electrosurgery, thermofusion, plasmasure, cryosurgery and hydrosurgery. By combining these technologies, innovative applications become possible, particularly in general surgery, gastroenterology, gynecology, pulmonology and urology.
STAND 25		Founded more than 60 years ago by Bill and Vieve Gore, our award-winning enterprise makes industry-leading products while employing over 11,000 Associates worldwide. Technology is at the center of Gore's solutions, particularly expanded PTFE, a versatile polymer that we discovered. Learn how our technology works and why it's so central to our products.
STAND 30		At SAP, our purpose is to help the world run better and improve people's lives. Our promise is to innovate to help our customers run at their best. SAP is committed to helping every customer become a best-run business. We engineer solutions to fuel innovation, foster equality, and spread opportunity across borders and cultures. Together, with our customers and partners, we can transform industries, grow economies, lift up societies, and sustain our environment.

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**STAND
12**



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Lyreco is more than just a workplace solutions company. We partner with our customers to drive performance, from savings to sustainability. We provide everything organisations need for their teams to have a great working day – wherever they work. And social and environmental responsibility runs through everything we do.

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**STAND
36**



HealthTrust Europe has been owned and operated by HCA Healthcare since 2011. Headquartered in Edgbaston, Birmingham, we operate nationally as a platform connecting our healthcare provider and supplier communities to improve healthcare.

Gala Dinner Sponsor

**STAND
44**



Virtualstock is a leading SaaS technology company that provides a marketplace platform in the health sector. Virtualstock has launched Framespan, a central directory of all NHS frameworks.

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**STAND
17A**



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Gala Dinner Drinks Reception Sponsor

**STAND
50A**





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STAND 51		Abbott is a global healthcare leader that helps people live more fully at all stages of life. Our portfolio of life-changing technologies spans the spectrum of healthcare, with leading businesses and products in diagnostics, medical devices, nutritional and branded generic medicines. Our 113,000 colleagues serve people in more than 160 countries.
STAND 4A	 An ABL Group Company	Add Energy (part of ABL Group) enables healthcare professionals to achieve operational excellence and enhanced patient wellbeing through our software solutions, inventory and procurement optimisation, asset management and data services.
STAND 54		As a new generation medical device company, Applied Medical is equally committed to improving the accessibility and affordability of high-quality healthcare globally. We achieve this through a vertically integrated business model that enables our team members to develop technologies that enhance clinical care, while offering boundless opportunities for professional growth.
STAND 41		Welcome to arrangeMY Travel Management. We are experts in business travel. Our in-house specialist teams deliver an integrated, valued managed solution to your travel, accommodation, venue sourcing and event needs. Our services include hotel accommodation, travel, groups, meetings, conferences and events, event management and bespoke IT solutions.
STAND 3		The Barcode Warehouse is the UK's leading specialist technology provider of barcode and RFID solutions, mobility technology, printing and software solutions alongside industry-leading mobility managed services and consultancy. We have 35 years' experience working with leading partners such as Zebra, Honeywell, Android, Datalogic, Toshiba, Epson, Panasonic, Samsung and many more.
STAND 48	 1834 TEXTILES WITH HERITAGE	Manchester's oldest textile company, blending heritage and innovation since 1834. As a leading multi-brand textiles company, we manufacture and distribute quality products including apparel, home textiles, healthcare, and fabrics to reseller and retail markets.
STAND 42		Aiming to be the firm of choice for organisations who work to make a difference, Capsticks has supported the NHS and wider healthcare sector for more than 40 years. Our lawyers are fully immersed in procurement law and the sector's unique challenges, always committed to assist you with practical, market-driven solutions that reflect your day-to-day work.
STAND 20	 Chartered Institute of Procurement & Supply	We are CIPS, the Chartered Institute of Procurement & Supply. A global membership organisation driving positive change across our profession. We are the voice and standard, defining and amplifying best practice across all our worlds.
STAND 2		We know that it isn't easy living with intimate healthcare needs. Whether you are living with a stoma or performing ISC there are sometimes more challenges to overcome than just how to get hold of your products. That's why at Coloplast Charter we can offer you support and advice on your products and routine, as well as ensuring you have the products you need delivered discreetly to your door.

STAND 39		<p>The Countess of Chester Hospital NHS Foundation Trust consists of a 600 bedded large district General Hospital, which provides its services on the Countess of Chester Health Park, and a 64 bedded Intermediate Care Service at Ellesmere Port Hospital. The Trust has almost 4,000 staff and provides a range of medical services to more than 445,000 patients per year from an areas covering Western Cheshire, Ellesmere Port, Neston and North Wales.</p>
MEH		<p>Delta eSourcing enables efficient, effective, and compliant procurement. Utilised by thousands of public sector buyers every day, it's easy-to-use navigation and with modular adoption options meets your requirement needs. Branded Buyer Portal, Tender Manager, DPS, Contract Manager, Quick Calls and Supplier Manager offers buyers all the tools they need in a one portal approach. Our new Market Analytic services can be used independently regardless of your eProcurement provider or included to form a comprehensive and effective end-to-end procurement solution. In challenging times, Delta eSourcing delivers transparency, future compliance, and value for money.</p>
STAND 40		<p>From fighter jets and forklifts to frontline heroes. DenPro is the online division of Denroy, one of the world's leading innovators of high-tech, critical components for the aerospace, medical and defence industries. However, you might know us better as suppliers to our sister company, Denman, makers of the world's most iconic hairbrushes.</p>
STAND 13		<p>The Department of Health and Social Care, Crown Commercial Service, NHS England and Atamis LTD are working in partnership to support NHS organisations in managing their commercial pipeline, tenders and contracts through the Atamis platform, as the Health Commercial System.</p>
STAND 52		<p>Diagnostic Healthcare provides multi framework accredited diagnostic imaging services including MRI, CT, Ultrasound, DEXA, X-ray and CBCT.</p> <p>We operate from over 70 locations across the UK, delivering services via mobile and modular solutions, as well as static community and Trust locations. Through our close working relationships with the NHS we have created a value proposition that creates significant savings for the sector.</p>
STAND 7		<p>Duracell is the world's leading manufacturer of high performance alkaline batteries, specialty cells and rechargeables. Since its foundation in the early 1940s, the company has become an iconic personal power brand, trusted for compact and longer-lasting batteries. And at the heart of it all has been the Duracell Bunny.</p>
STAND 45		<p>Elemental Healthcare Ltd are a leading UK distributor, delivering comprehensive solutions for Minimally Invasive Surgery.</p> <p>We are committed to Resposable® hybrid solutions, combining the environmental and value based benefits of fully reusable Laparoscopic equipment, with the quality and performance characteristics of fully single use counterparts.</p>
STAND 11		<p>As experts in healthcare administration and supply chain management, we recognized a distinct need in the market to transform the clinical supply chain into a data-driven function with a solution that is 100% focused on the unique needs of healthcare. In 2010, Genesis was born.</p>

STAND 53		GHX is a leading provider of software solutions, securely connecting thousands of healthcare providers and suppliers through the world's biggest healthcare trading partner network.
FOYER		GS1 UK is one of 116 independent GS1 standards organisations operating worldwide. Our standards help organisations to uniquely identify, describe, and track anything – creating greater trust in data for everyone. From product barcodes to patient wristbands, we harness the power of GS1 standards to transform the way people work and live. You can find out more on our website at: www.gs1uk.org/healthcare .
STAND 15		Hempsons has an established procurement law practice and a national reputation for the provision of high quality pragmatic legal advice and project management in this area. Procurement law is a fast moving and evolving area of law where specialist input is essential. Public procurement generally has never had such a high profile. The Procurement Act 2023 has received Royal Assent, and is expected to come into force in October 2024.
STAND 37		Ingenica Solutions has a proven track record in delivering focused IT solutions in the areas of procurement, supply chain, inventory management, patient/service/clinical pathway costing and the back-office; bringing significant benefits to both the NHS and suppliers to the challenging, fast-moving healthcare environment.
MEH		HCI's unique suite of precision intelligence, technology, and trend data facilitates businesses to find and win more opportunities in both the public and private sector healthcare environments.
FOYER		The Health Care Supply Association is a membership organisation representing procurement practitioners within the UK health care sector. With approximately 3,900+ members drawn from health care procurement professionals across secondary and primary care, the Association promotes, maintains and seeks to continuously improve professional standards, commercial skills and training, related to procurement and supply chain management within the health care sector.
STAND 33		Lexmark's solutions are designed to meet the "Paperless challenge" within the NHS. Few hospitals can make the "big bang" jump from current paper-based technologies to fully digital in one step, and technologies are needed which help make the transition more gradual, using adoption of "paper light" techniques and a modular approach through which hospitals can add incremental functionality in line with their ability to change
STAND 32		Liaison Group is a trusted partner to the NHS, specialising in recovering cash for reinvestment and freeing up time to deliver more care. Through our Workforce, Financial and Care businesses, we support ICSs and organisations with technology and expertise. We are dedicated to improving the health economy through expert advisors, established and innovative technology and best practice process improvement, learnt from over 30 years of observing and delivering proven programmes.

STAND 49		Demand for healthcare continues to outstrip workforce supply which means the provision of the right skill at the right time is crucial. Maxxima has access to the largest skilled workforces across nursing, allied health and health science services.
STAND 6		Mediq is a leading supplier to NHS Trusts, NHS Health Boards, Ambulance Services and UK NHSSCs. As their trusted distribution partner, we empower healthcare professionals to provide the best care to patients, every day. Our high-quality products, services and efficient solutions lower costs, save time and support your net zero ambitions.
FOYER		Transformation through capability building Our mission is to transform through capability building. We believe that all people and organisations can achieve audacious goals. We are the enablers who build the extraordinary capabilities people need to succeed.
STAND 38		MIA offers two services to two different audiences. For supplier companies and representatives, MIA offers their full suite of online training courses, along with an appointment booking system – to ensure that all those visiting a hospital within the UK remain compliant with the wishes of the hospital.
STAND 21		Supporting our colleagues in the NHS to go beyond everyday processes, enabling them to expand opportunities, innovate, support business agility and enabling efficiencies to be put back into front line care. NEP, the largest NHS Consortium in England, currently serving over 35k system users, over £20bn of revenue flowing through the system annually and successfully processing over 1m transactions every month. NEP has the NHS at the very core of everything we do.
FOYER		NHS Arden and GEM Commissioning Support Unit has a strong background and passion for integrated working across the social care, voluntary, community and health sectors makes us your ideal strategic partner. We can help you to build a health and care system focused on prevention, personalised care and innovative, collaborative new models for the way that health services are provided.
STAND 50		We partner with NHS organisations all over the country to improve efficiency, generate cost savings and transform corporate services. From creating an ecosystem of Finance, HR and Procurement services, available on demand via a single point of access, to developing solutions that optimise the patient journey from first appointment to discharge, our focus is on improving and streamlining the user experience of our NHS partners.
STAND 4		NHS Supply Chain manages the sourcing, delivery and supply of healthcare products, services and food for NHS trusts and healthcare organisations across England and Wales. We are part of the NHS family, managing more than 7.7 million orders per year across 129,420 order points and 16,705 locations. We deliver over 35 million lines of picked goods to the NHS annually, and our systems consolidate orders from over 930 suppliers.
STAND 28		Northumbria Healthcare NHS Foundation Trust has a proud history of providing non-core healthcare commercial services to other public sector and not-for-profit organisations. We are known for our award-winning car salary sacrifice scheme, NHS Fleet Solutions, which supports 45,000 colleagues working in 350 public sector organisations.
STAND 34		We are experts in ensuring the health of patients through reliable inventory management systems. Omnicell offer automated systems for managing both medication and supplies. All our systems are designed to drive efficiencies and reduce costs by controlling what is used, reducing stock levels and saving staff time.

A-Z Exhibitor List

STAND 16		Prospitalia h-trak specialises in providing integrated procedure information using barcode and mobile technologies. Our GS1 approved point of care system enables hospitals to manage inventory, reduce stock wastage, streamline the procurement process, drive clinical efficiencies and importantly boost patient safety by tracking and tracing devices.
STAND 35		Radiology Management Solutions [RMS] was set up with one simple, single-minded purpose – to help the NHS. Since 2013, our specialist team has helped NHS Trusts achieve their challenging radiology targets by increasing in-house capacity, dramatically reducing waiting lists and accelerating patient pathways to diagnosis and treatment. All while maintaining high standards and saving £ millions.
STAND 14		Smith+Nephew are on a mission to raise the profile of wound care across the UK. The NHS is undergoing a fundamental change in the way it delivers care, with ICS objectives focusing on improving outcomes, tackling inequalities and enhancing productivity and value for money.
STAND 17B		TriMedika is the Belfast-based innovative medical technology company that provides the most accurate clinical devices for hospitals worldwide. An ISO 13485: 2016 accredited organisation, we specialise in thermometry and sensor technology. We believe that technology is more than innovation. It is about shaping the future and providing solutions that will accelerate improvements in healthcare through digital transformation.
STAND 18		Tusker is a carbon neutral company who provide both company car and salary sacrifice car schemes to UK organisations in both the public and private sector. With over 20 years' experience in providing company cars, we have the expertise to understand an organisation's needs and ensure a fleet is suitable for today as well as the future.
STAND 47		TVS SCS addresses supply chain challenges for international organisations, government departments, large and medium-sized businesses, and trade on our ability to reduce our clients' operating costs and improve their performance through efficient end-to-end supply chain solutions. We are able to exceed our client's expectations by increasing the visibility of the supply chain through our continually evolving technological capabilities suited as per the requirements.
STAND 43		Unipart Group brings together manufacturing, logistics and consultancy in a set of products and services that create imaginative solutions for our customers. Being able to offer our customers the learning from our own journey of reinvention has never been more relevant than in today's fast changing world, where new technology and new competitors are swiftly eroding traditional competitive advantage.
STAND 46		Vernacare are pioneers of sustainable infection prevention solutions in healthcare environments. Quality products helping to improve the lives of patients, residents and healthcare professionals globally, whilst reducing the risk of healthcare-associated infections.
STAND 27		Established in 1973, Versapak is a leading manufacturer of Insulated Medical Carriers that are used for storing and transporting vaccines, blood, pathology samples, human milk, and medical records.
FOYER		Young Lives vs Cancer is a charity in the United Kingdom formed in 2005. Young Lives vs Cancer is a leading UK cancer charity for children, young people and their families. Its care teams provide specialist support across the UK. Young Lives vs Cancer supports people from diagnosis onwards and aims to help the whole family deal with the impact of cancer and its treatment, life after treatment and, in some cases, bereavement. The charity also undertakes research into the impact of cancer on children and young people. It uses this evidence to raise awareness and to seek to influence government and policy-makers, and those who provide public services across the UK.



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HCSA Event Floorplan



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