



Quarterly NHS Update

from the Crown Commercial Service (CCS)

Welcome to the second edition of our quarterly update for the NHS. We've pulled together all of the latest news from CCS and included details on some of the great new deals we have available to help you make big savings when buying goods and services.

In this issue you will find:

- G-Cloud 8
- Microsoft Baseline Reviews
- Postal Goods and Services
- Furniture Associated Services Replacement
- Wider Public Sector Legal Services
- Case studies
- Upcoming events
- Useful links for accessing our agreements
- How to keep up to date with CCS





G-Cloud 8

The latest version of our G-Cloud agreement - G-Cloud 8 - is now available, providing you with a great value and compliant route to buy cloud based IT services on a direct award basis. G-Cloud is regularly refreshed so you can access the most up to date and innovative cloud solutions.

How to access G-Cloud services

All G-Cloud services are showcased via an online catalogue called the Digital Marketplace.

The Digital Marketplace is an online platform providing all public sector organisations with a way to find and buy:

- standard cloud-based services
- specialists who can work on digital projects
- physical datacentre space for legacy systems.

Within Digital Marketplace, there is a G-Cloud front page where you can look for suppliers using a search term/ keywords relating to your requirement. Your search will then return a list of references to potential suppliers and their offer, including pricing information for each one.

Assuming that a supplier's offer meets your requirements, you will be able to engage directly with them as a shortlisted supplier. No tender or pre-qualification process is required, just direct contact with a supplier.

If you have any questions about G-Cloud please email ict_services@crownccommercial.gov.uk or register for our next G-Cloud webinar as detailed below.

Postal Goods and Services

New customer information is now available for our Postal Goods and Services (RM1063) agreement:

[Overview of the framework and suppliers](#)

[Case studies](#), including examples from NHS Trusts of the savings they have achieved.

The agreement delivers all requirements for postal goods and services for the entire public sector. If you would like to find out more, please visit the CCS



[website](#) or email Postal.Services@crownccommercial.gov.uk

Microsoft Baseline Reviews

Our software and licensing team can help you minimise the financial impact of your Microsoft baseline reviews.

Often these reviews can result in costly non-compliance settlements. However CCS offers a free of charge service to support you during the process and to help you avoid making unnecessary payments.

The key activities that the CCS software and licensing team can offer are:

- Scrutiny of the baseline report
- Impartial licensing advice and guidance
- Advice and support on settling non-compliance claims
- License modelling and requirement forecasting

We have helped many public sector organisations save money, recently helping a trust in Suffolk reduce a claim of £1.3m down to just £9k. In this case CCS identified mistakes, helped draft a letter to Microsoft to highlight them and worked with the customer to settle the claim.

CCS are committed to saving money for the taxpayer and are here to help our customers when dealing with issues with suppliers. If you have an upcoming review and want to discuss further, please contact softwarelicensing@crownccommercial.gov.uk

Furniture Associated Services Replacement



With our current [Furniture Associated Services \(RM1501\)](#) agreement due to expire in December 2016, we are beginning the process of engaging with customers, suppliers and industry bodies to understand the changes in the market and to ensure that the final commercial solution we develop meets your needs.

We will be holding customer engagement sessions in October 2016 and are interested to hear from NHS Trusts who have feedback to share or would like to be involved in helping to shape the procurement strategy. To submit your feedback and/ or interest to attend an engagement session, please email property@crownccommercial.gov.uk.



Wider Public Sector Legal Services

You may be aware that we are in the process of renewing our Legal Services (RM919) framework agreement, which expires on 31 January 2017.

As part of that process, we are examining the provision and availability of legal services to the wider public sector with a view to creating a dedicated panel agreement for the sector. The project is in its early stages, and we are keen to gather information on what services organisations such as NHS Trusts would like to see and be likely to use if such a panel agreement existed.

These views will help us develop the correct commercial vehicle to support legal departments and assures the route to market. If this is something you would be interested in, please contact

Lucy Williams

 0151 672 2056

or

Daniel Connor

 0151 672 2372

or email:

 rm3788b4@crownccommercial.gov.uk



Events

We are pleased to confirm the agenda for our free workshops in October. The half-day events will include:

- Information on our NHS Improvement approved agency staffing agreements, including regional data on pay rates and the impact of the Agency Rules
- A showcase of our Workforce Management (staff banks) framework and G-Cloud framework for eRostering and other workforce management software services
- An opportunity to network with colleagues about managing workforce requirements
- Introduction to the CCS team and how they are supporting trusts
- One-to-one sessions if you would like to discuss your individual issues or needs.

We are also pleased to say that NHS Improvement will be attending the events to provide an update and answer questions to help you meet the Agency Rules.

[Download the agenda](#)

Places are limited so sign up for your preferred date and venue today:

- [11 October: Leeds, Jury's Inn](#)
- [14 October: London, Aviation House, Holborn](#)
- [17 October: Liverpool, Central Library](#)

The links will take you to Eventbrite to book your place. Please note that Internet Explorer browsers don't always work with Eventbrite - please try an alternative browser if you are having difficulties or contact us for help on 0345 410 2222.



Case studies

Recruitment of Temporary Staff



Our framework for temporary staff, Non Medical Non Clinical (RM971) is helping NHS trusts make significant savings on their recruitment costs.

The agreement provides a simple way to compliantly access temporary staff, interims and contractors to help you fill your non-medical roles.

Calderstones NHS Trust recently saved £60,000 on one high profile interim position. They required a candidate who had the experience to write and deliver a full business case for the acquisition of Calderstones NHS Trust by MerseyCare NHS Trust. Through Castlefield Recruitment, an NHS specialist, they were able to obtain a high quality candidate in addition to benefitting from access to a transparent rate card and the guarantee that the supplier had been through a thorough screening process.

“Having recently worked with Castlefield Recruitment to source this Senior Consultant role, I would have no hesitation in recommending them as a recruitment Business Partner. Their knowledge and understanding of the NHS market, as well as our particular circumstance, was second to none. Overall we found their bespoke recruitment service to be transparent, honest and most importantly resulted in our organisation acquiring an excellent candidate along with a huge cost saving.”

Mark Hindle, Chief Executive, Calderstones Partnership NHS Foundation Trust

Read the case study in full on our [website](#).

To find out more visit the [Non Medical Non Clinical agreement \(RM971\) web page](#) or email nmnc@crownccommercial.gov.uk.



Technology webinars

G-Cloud

We run regular webinars for trusts interested in learning more about G-Cloud, the Digital Marketplace and the buying process.

The next webinar will be on **12 October** at **10.30 am**. The session will last about one hour and include a presentation and Q&A session.

It may be of interest to you if your trust is looking to buy commodity based, pay-as-you-go cloud services.

If you cannot make this date, the next session is scheduled for **10:30am** on **9 November**.

To register for a webinar email cloud_digital@crownccommercial.gov.uk with your choice of date.

Software licensing

We run regular software licensing webinars for trusts interested in learning more about the services we offer in this area. For example, license transfers and the latest deals with major suppliers. If you are interested in joining one of our upcoming webinar sessions, please register your interest:

[Wednesday 26 October @ 10.30am](#)

[Friday 28 October @ 10.30am](#)

Quick links to our live framework agreements and pipeline

[Full list of our agreements](#)

[Our framework pipeline](#)

[Technology aggregation opportunities](#)

Useful links for accessing our agreements

eSourcing tool

Our free to use eSourcing tool can be used to carry out both direct award and further competitions. This is an online tool where you can submit your requirements to framework suppliers and receive their proposals back through the system.

- [Training](#): Free training sessions are held for trusts each month.
- [Guidance](#)
- [Registration](#)
- Already registered? [Log on](#)

Government eMarketplace

You can use the Government eMarketplace to access online catalogues and carry out direct awards.

- Full details of the Government eMarketplace and how to register can be found [here](#).
- Already registered? [Log on](#)
- Help and support: email eMarketplace@crownccommercial.gov.uk or call **0345 410 2222**

How to keep up to date with CCS

Sign up for email alerts

You can sign up for immediate, daily or weekly email alerts which will tell you what we have added or updated on the GOV.UK website. It is a great way to stay up to date with the latest news and information from CCS. Simply [sign up for email alerts](#) and provide your email address and select the frequency you wish to receive updates.

Follow us on social media

We share regular news and updates on Twitter and LinkedIn so if you are not already following us why not take a minute to do so now.



[twitter:@gov_procurement](#)



[LinkedIn: Crown Commercial Service](#)

Read our monthly CCS customer update

As well as this newsletter dedicated to colleges and universities, every month we publish a round-up of the latest news, events and training opportunities. You can view the latest issue [here](#).

If you would like to receive a copy of this regular update please send your contact details, including email address, to customerhealth@crownccommercial.gov.uk

Get in touch

Our NHS customer team is on hand to help you achieve savings for your trust. You can email us at customerhealth@crownccommercial.gov.uk

You can also call our helpdesk on **0345 410 2222** if you would like to talk to somebody.