

## CABINET MEETING – 18 JULY 2012

### EXECUTIVE SUMMARY SHEET – PART I

**Title of Report:**

Community Equipment Service (CES) – NHS Collaborative Framework Agreement for the provision of pressure relieving equipment.

**Author(s):**

Executive Director of Health, Housing and Adult Services

**Purpose of Report:**

To seek Cabinet's approval to invite suppliers to tender for the provision of pressure care products via a Collaborative Framework Agreement.

**Description of Decision:**

Cabinet is asked to approve:

- i) The invitation of suppliers to tender for the provision of pressure care products using a collaborative framework agreement for South Tyneside NHS Trust, Sunderland, Gateshead and South Tyneside Equipment Stores.
- ii) Awarding the contract to the supplier who provides the most economically advantageous tender.

**Is the decision consistent with the Budget/Policy Framework?**      Yes

**If not, Council approval is required to change the Budget/Policy Framework**

**Suggested reason(s) for Decision:**

The framework agreement will ensure that a wide and comprehensive range of pressure care products and services are available in one place, providing competitive prices for call off and volume purchases achieved using the collective bargaining power of the South Tyneside NHS Trust, Sunderland, Gateshead and South Tyneside Equipment Stores.

**Alternative options to be considered and recommended to be rejected:**

The alternative option is for Sunderland Council to carry out a stand alone procurement exercise however this would not achieve the same level of economies of scale and consistency of approach as collaborative working across the health authority area.

**Impacts analysed:**

Equality  Privacy  Sustainability  Crime and Disorder

**Is this a "Key Decision" as defined in the Constitution?** Yes

**Is it included in the Forward Plan?** No

**Scrutiny Committee:**

**REPORT OF THE EXECUTIVE DIRECTOR OF HEALTH, HOUSING AND ADULT SERVICES**

**COMMUNITY EQUIPMENT SERVICE (CES) – NHS COLLABORATIVE FRAMEWORK AGREEMENT FOR THE PROVISION OF PRESSURE RELIEVING EQUIPMENT**

**1. PURPOSE OF THE REPORT**

- 1.1 Community Equipment Service (CES) – NHS Collaborative Framework Agreement for the provision of pressure relieving equipment.

**2. DESCRIPTION OF DECISION**

- 2.1 Cabinet is asked to approve:

- i) The invitation of suppliers to tender for the provision of pressure care products using a collaborative framework agreement for South Tyneside NHS Trust, Sunderland, Gateshead and South Tyneside Equipment Stores.
- ii) The Framework Agreement will be awarded in 3 separate product areas (Lots). These are:
  - Powered Beds
  - Static and Dynamic Support Services (Pressure relieving mattresses)
  - Static Cushions (Pressure relieving cushions)
- iii) Awarding the contract to the supplier who provides the most economically advantageous tender

**3. BACKGROUND**

- 3.1 CES is a jointly funded partnership between Sunderland City Council and Sunderland Teaching Primary Care Trust (STPCT). CES is delivered by Sunderland City Council and provides community equipment and simple aids for daily living to meet the clinical and social needs of the residents of Sunderland, following assessment by a health or social care professional. The equipment loaned is designed to promote personal independence, safety and mobility and is also supplied to social and health care practitioners to help in their course of work in the community. Sunderland CES provides a procurement, storage, delivery, installation, demonstration, collection, cleaning, refurbishment and recycling service.
- 3.2 The increase in demand for equipment and minor adaptations shows a continuing trend in recent years. In 2011-12, 41868 items of equipment were delivered – an increase of 14% on the previous year. It is thought that this is as a result of a number of factors outlined below:

- An increase in the number of children with disabilities surviving into adulthood, particularly due to increased birth rates in the 1990s;
- An increase in older people, particularly those with functional dependencies because of ill-health who need help with daily living.
- An increase in the number of customers experiencing significant trauma i.e. head injury, amputation or surviving injury and being supported to live at home.
- More people aspire to stay in their homes for as long as possible rather than, as an alternative, admission to institutional care and is a key objective in the Sunderland Strategy.

3.3 Sunderland CES undertook a procurement exercise in 2010 to put a framework agreement in place for standard items of equipment which helped to contribute to the overall financial performance of CES. Pressure relieving equipment was not included in this exercise.

#### **4. CURRENT POSITION**

4.1 CES has put a number of measures in place to manage demand within existing resources whilst ensuring that an effective and efficient service is still delivered to customers. The procurement exercise outlined within this report will allow the Council to benefit from further economies of scale and from consolidated relationship management with the suppliers on the framework, as well as ensuring that there is a consistent approach to the supply of pressure relief equipment across the health authority area. In 2011/12 in Sunderland there were 2722 items of pressure relief equipment delivered to clients at a value of £1,155,494.

#### **5. REASONS FOR DECISION**

5.1 The framework agreement will ensure that a wide and comprehensive range of pressure care products and services are available in one place, providing competitive prices for call off and volume purchases achieved using the collective bargaining power of the South Tyneside NHS Trust, Sunderland, Gateshead and South Tyneside Equipment Stores.

The framework agreement for pressure care equipment will bring numerous benefits to the Council and its Customers as outlined below:

- I. Reduced waiting times for provision of equipment resulting in improved customer experience
- II. Reduced costs achieved through economies of scale
- III. Increase in the amount of equipment and components that can be recycled and as such in the longer term reduce the number of new pieces of equipment that are purchased at full cost
- IV. The same product will be used across the health authority area helping to ensure a consistent approach to prescribing patterns and care of patients

- 5.2 The contract term will be for 3 years with an option to extend for up to a further 12 months.

## **6. ALTERNATIVE OPTIONS**

- 6.1 The alternative option is for Sunderland Council to carry out a stand alone procurement exercise however this would not achieve the same level of economies of scale and consistency of approach as collaborative working across the health authority area.

## **7. IMPACT ANALYSIS**

### **7.1 Sustainability Impact Assessment**

Whilst this report is seeking permission to progress with the implementation of a framework agreement for pressure relieving equipment, the main emphasis of service delivery within CES is on the recycling and refurbishment of equipment. Whilst the total value of equipment delivered in 2011/12 was £6,347,471 the actual budget spent on equipment, premises and staffing was £2,744.497. Refurbished equipment generally forms between three quarters or two thirds of the total equipment delivered.

## **8. RELEVANT CONSIDERATIONS/CONSULTATION**

### **8.1 Legal and Procurement Implications**

Legal Services and Corporate Procurement have and will continue to be consulted throughout the procurement process.

## **9. GLOSSARY**

CES – Community Equipment Service  
NHS – National Health Service

## **10. LIST OF APPENDICES**

None.

## **11. BACKGROUND PAPERS**

The National Health Service and Community Care Act (1990).

The Chronically Sick and Disabled Persons Act (1970).

Statement of Purpose for the Provision of Equipment and Wheelchairs  
Revised October 2010.

Department of Health, Guide to Integrating Community Equipment  
Services.

