

# Procurement in ITU – what are the secrets of running a cost efficient unit?

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**Sandra Fairley**

**Senior Nurse, Neurocritical Care**

**[sandra.fairley@uclh.nhs.uk](mailto:sandra.fairley@uclh.nhs.uk)**



# The UK National Health Service (NHS)

## - *a few facts*

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Around **£20 billion** of this will be spent on goods and services

# Procurement in the NHS – a brief history

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Traditionally this spending power was fragmented

Allowed suppliers to dominate



# A decade of reforms 1990-2000

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**Between 1990 and 2000 the  
Department of Health  
introduced significant reforms  
to the procurement of goods and  
services in the NHS**

# A decade of reforms 1990-2000

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## Regional Health Authorities

*Each authority responsible for own procurement  
Hospitals made small value orders  
incurred high administrative costs in process  
Suppliers dominated*

1991

## NHS Supplies Agency

*A national agency to supply the NHS*

*Responsible for procurement across the NHS  
Utilise massive spending power of the NHS  
Ensure value for money  
Eliminate duplication*

2000

## NHS Procurement and Supplies Agency

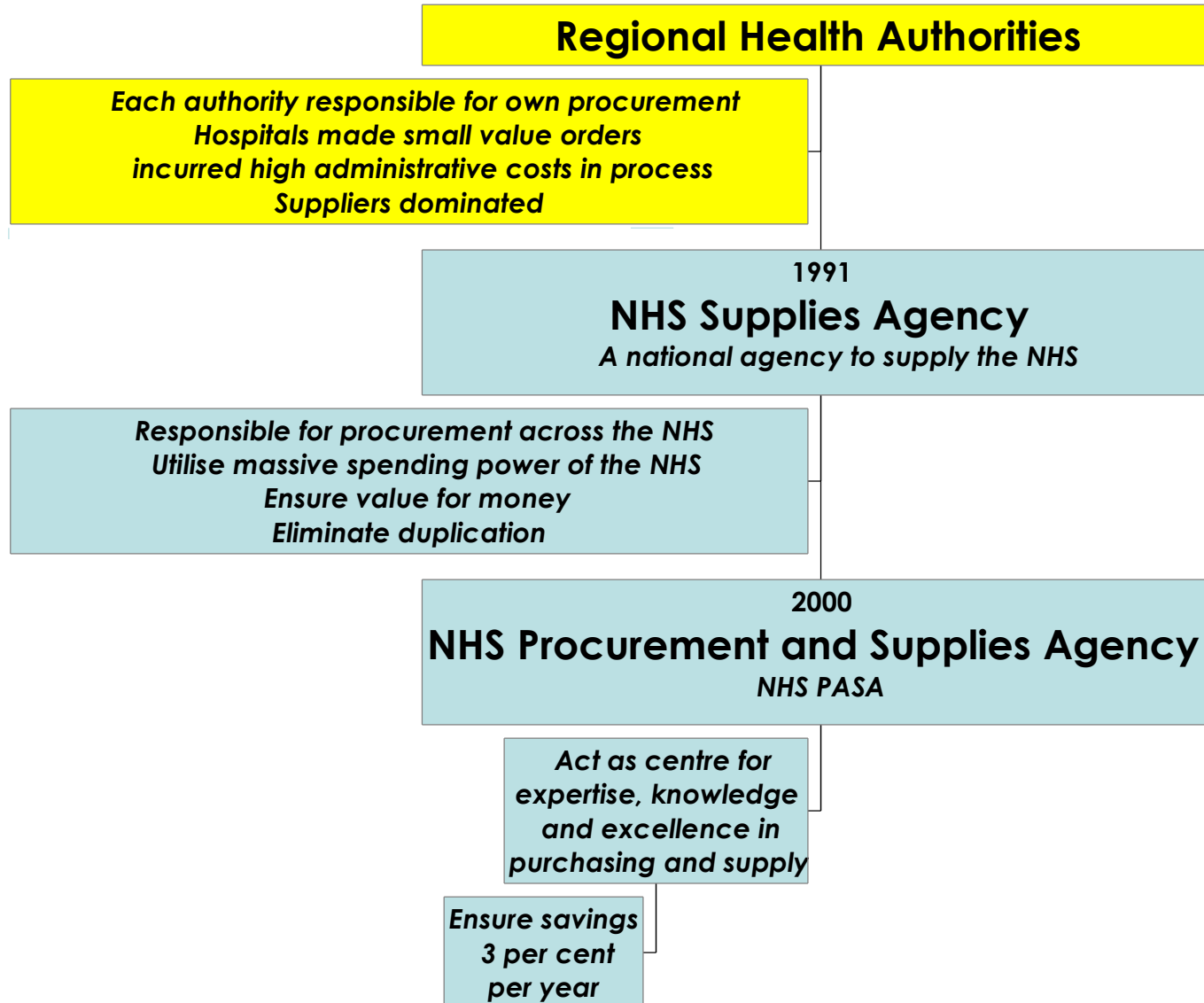
*NHS PASA*

*Act as centre for  
expertise, knowledge  
and excellence in  
purchasing and supply*

*Ensure savings  
3 per cent  
per year*

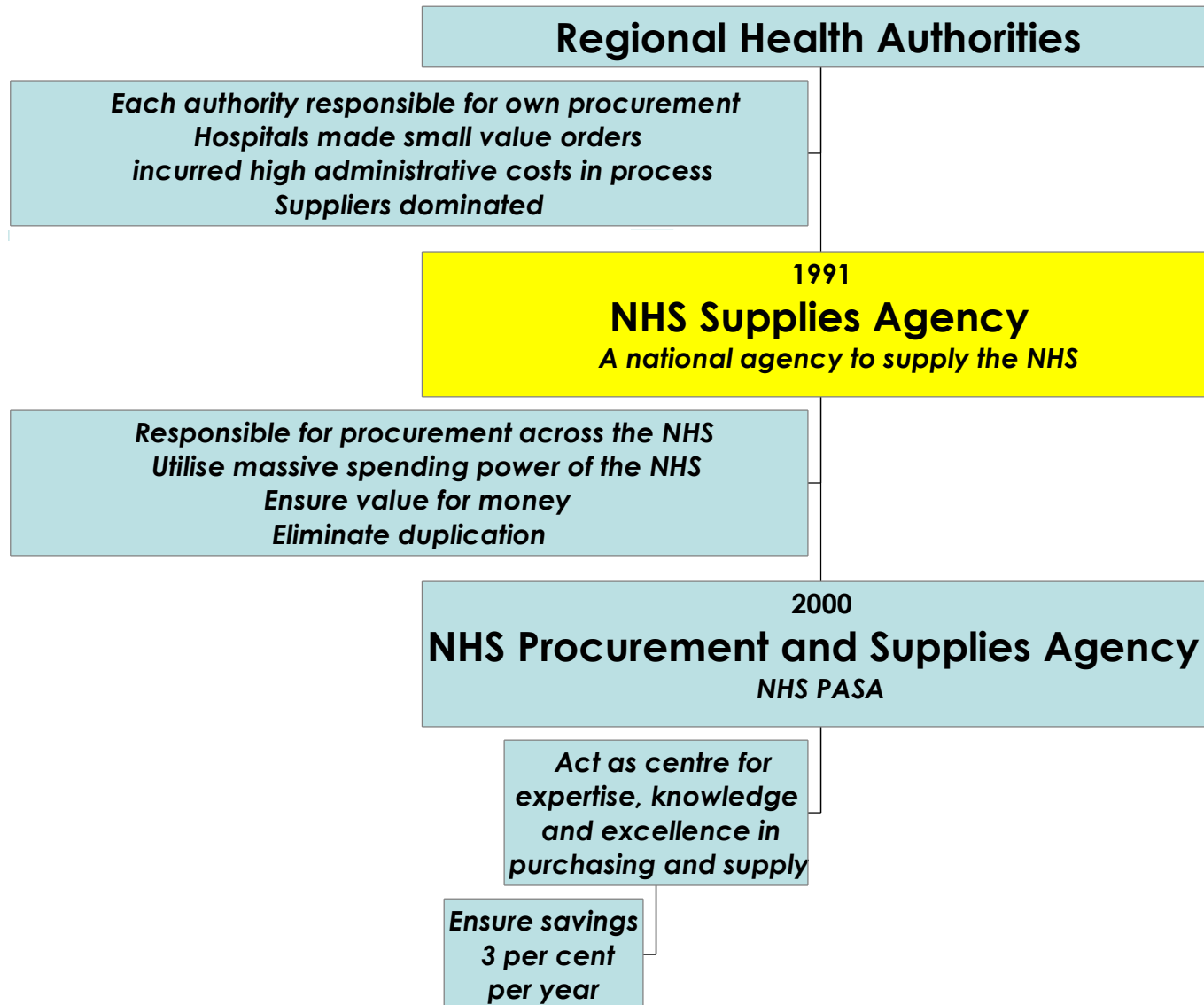
# A decade of reforms

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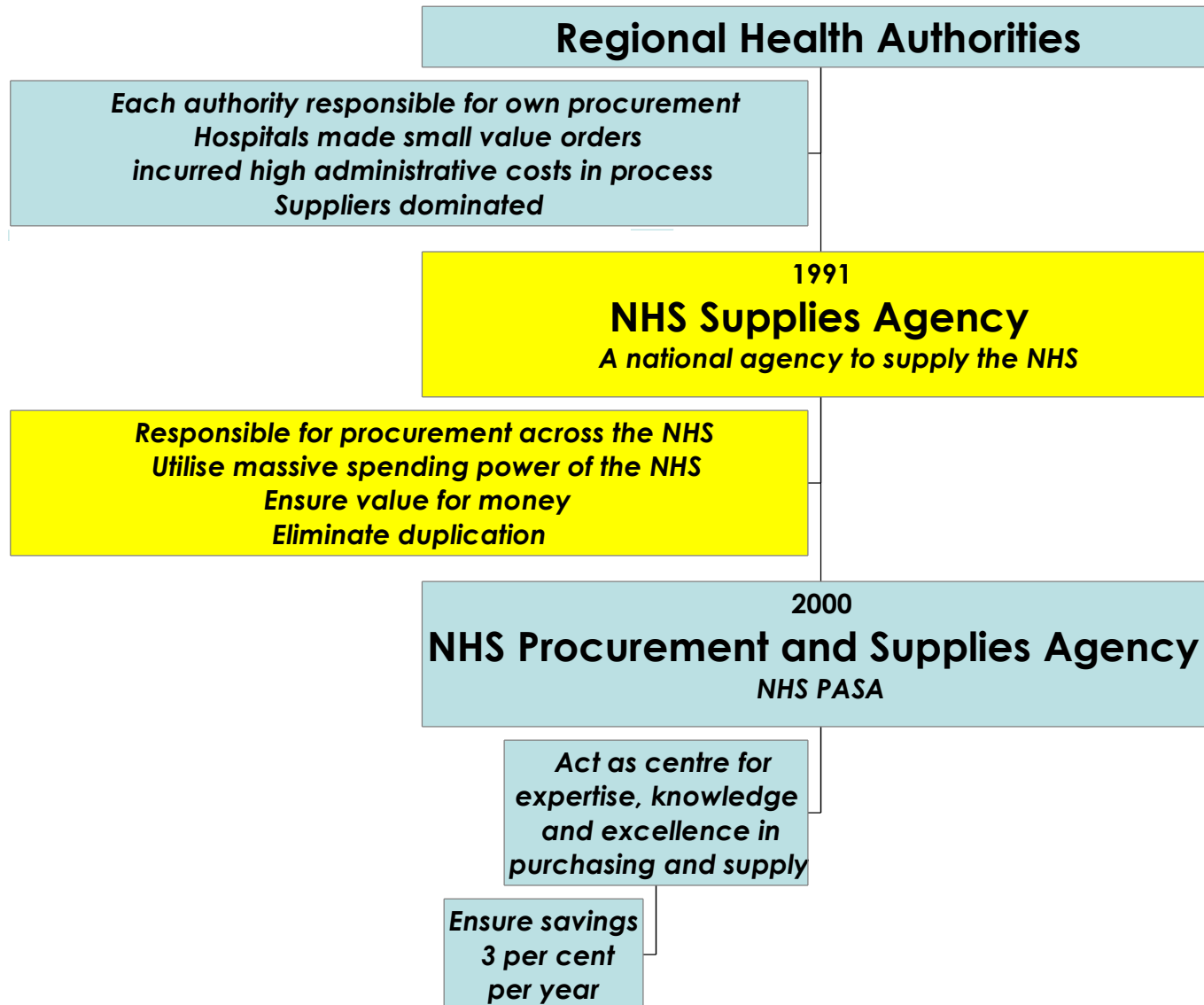
# A decade of reforms

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# A decade of reforms

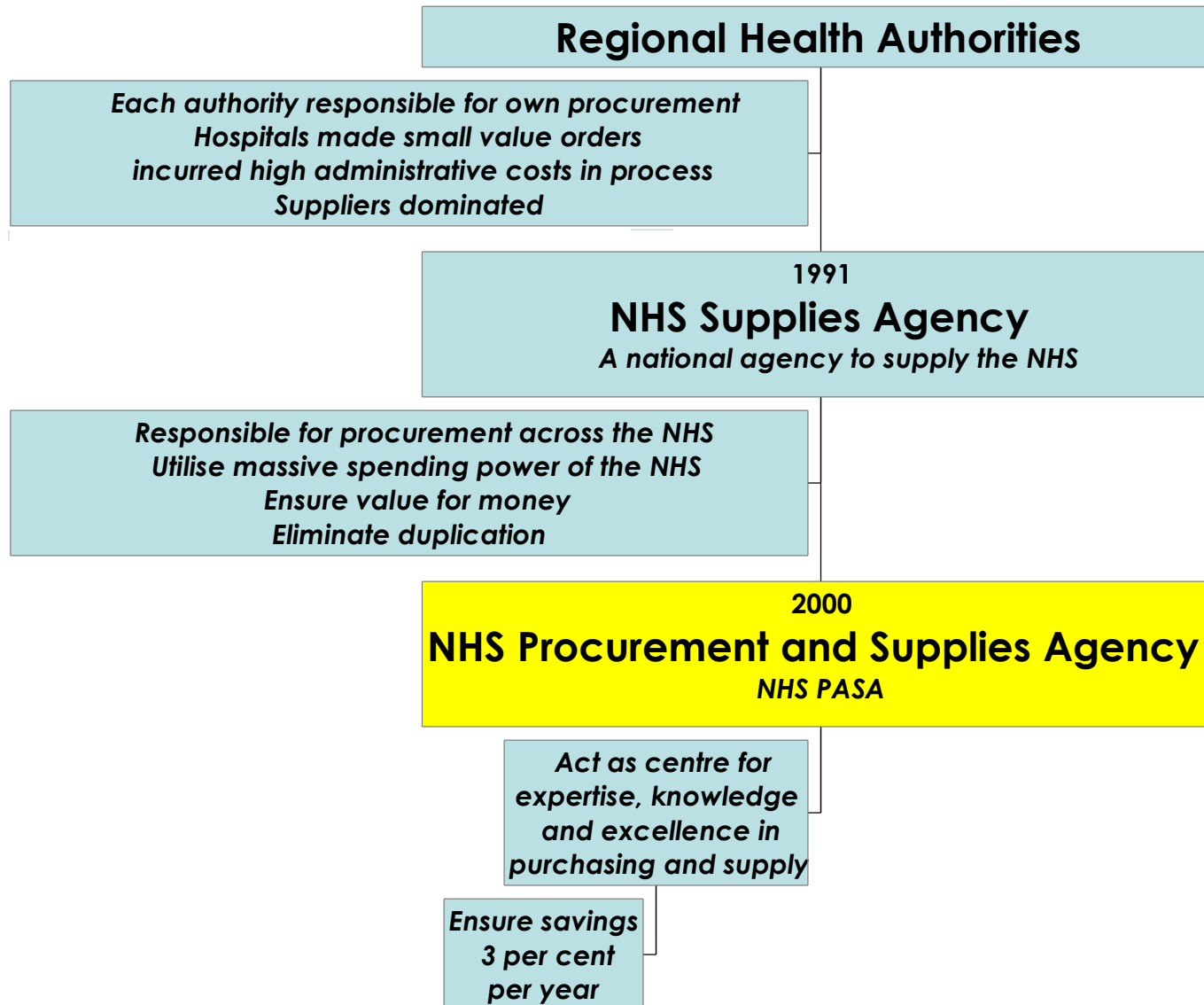
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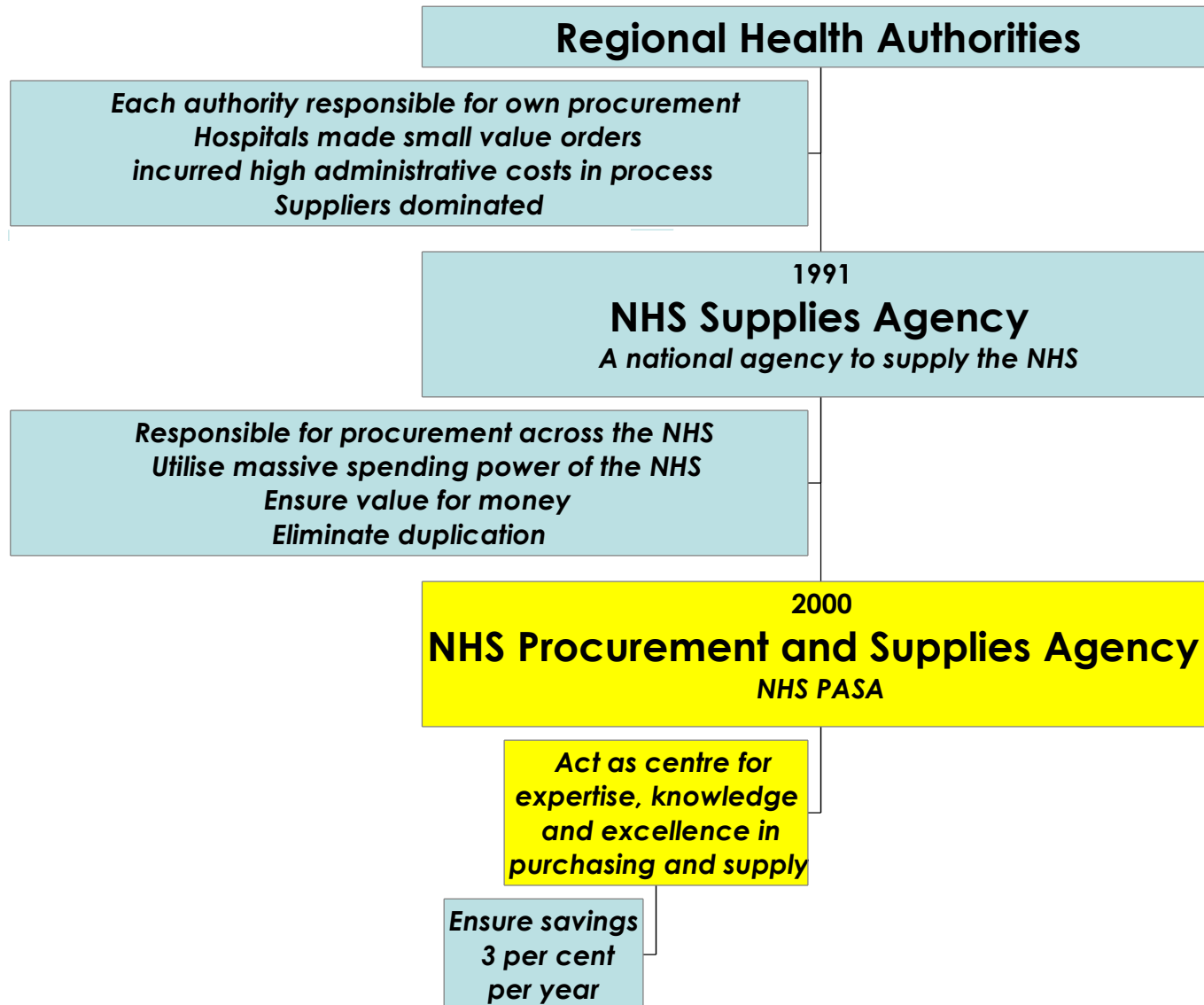
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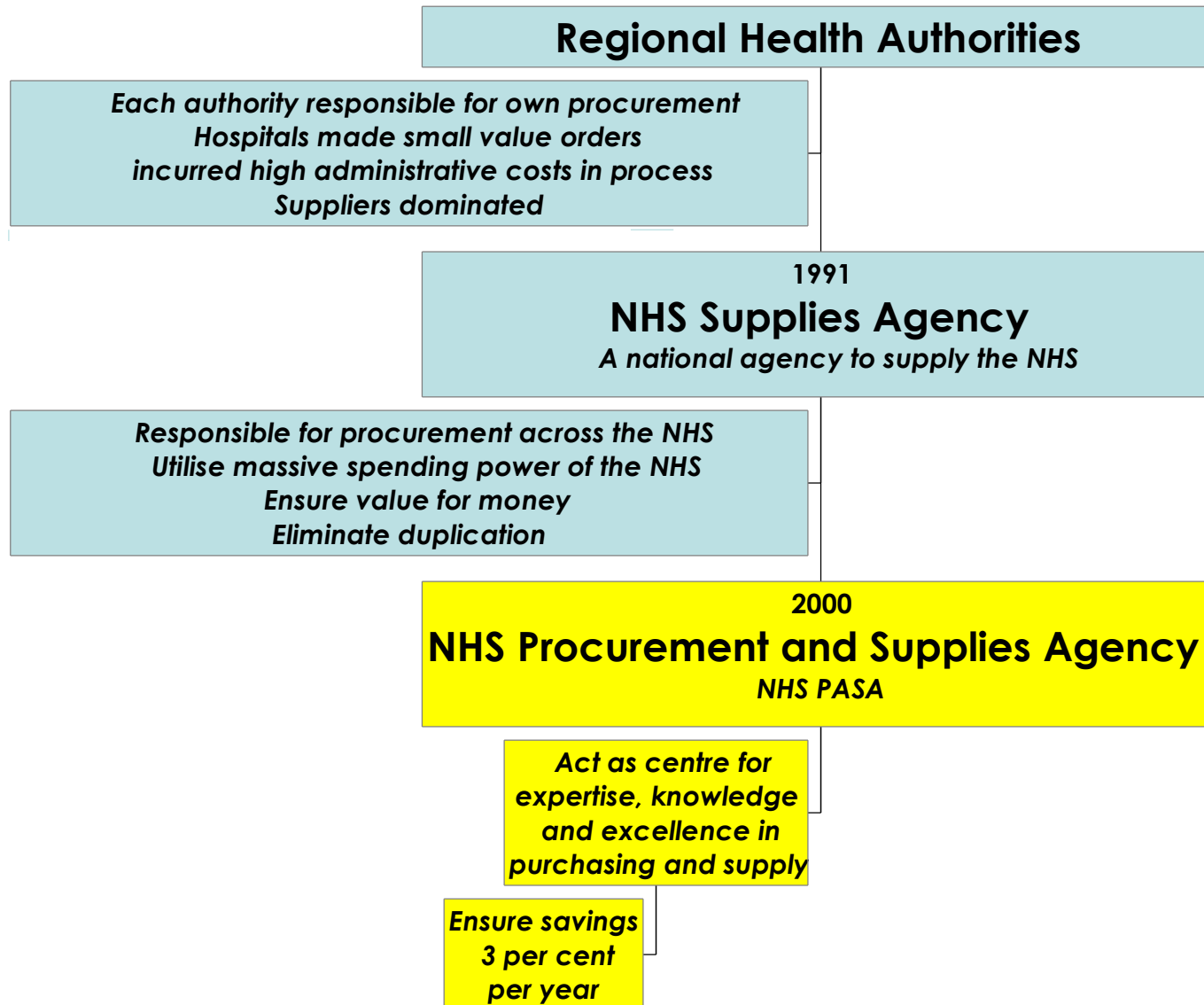
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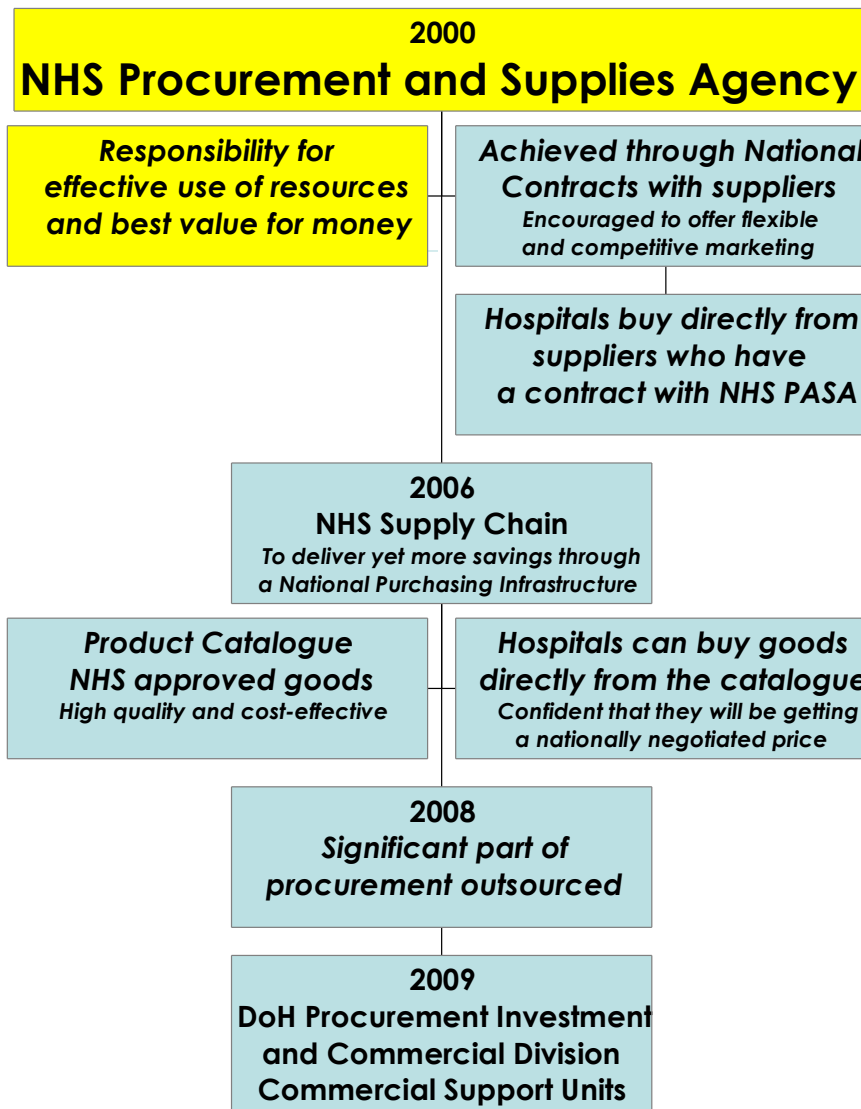
# A decade of reforms

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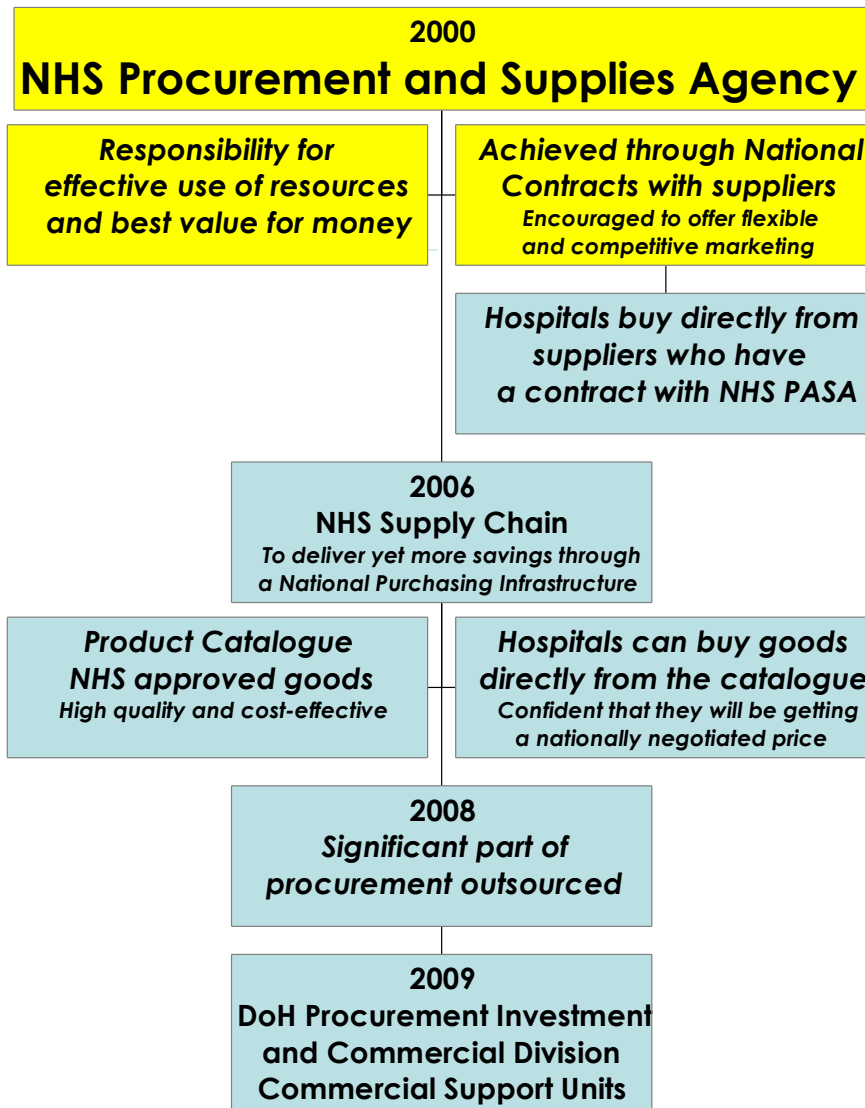
# Another decade of reforms 2000-2010

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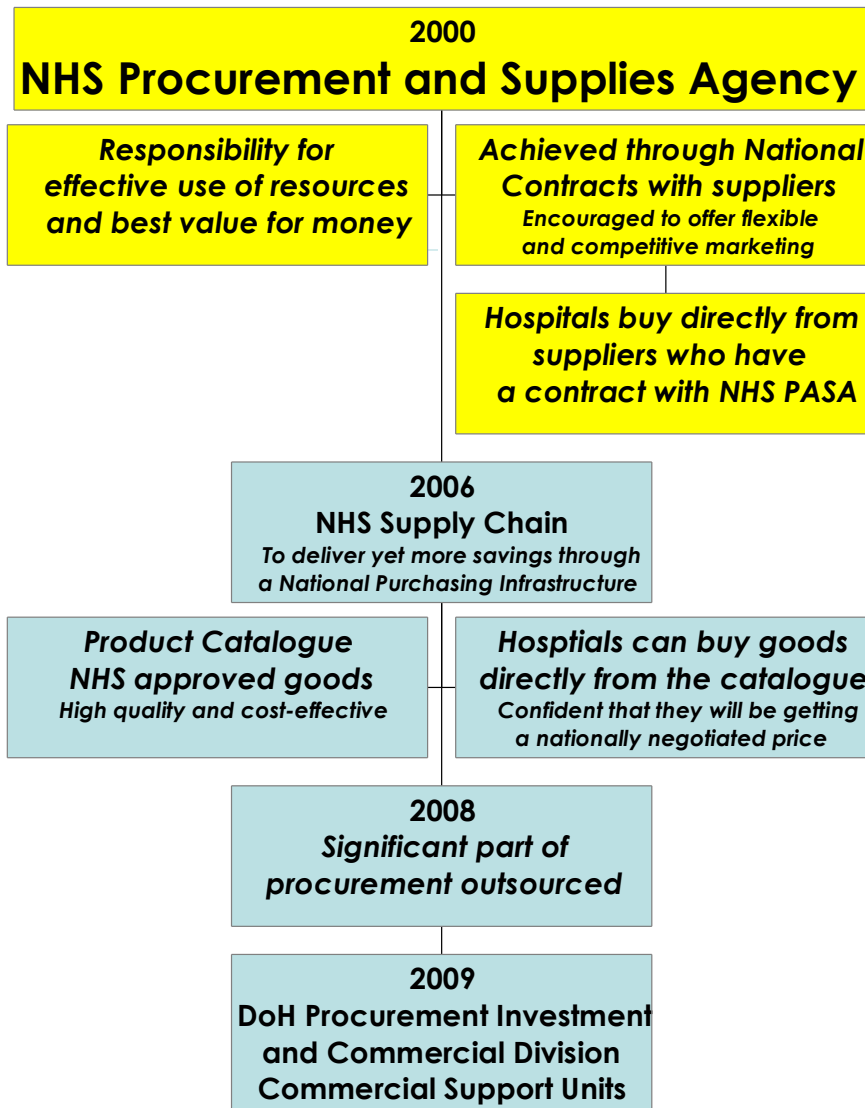
# Another decade of reforms

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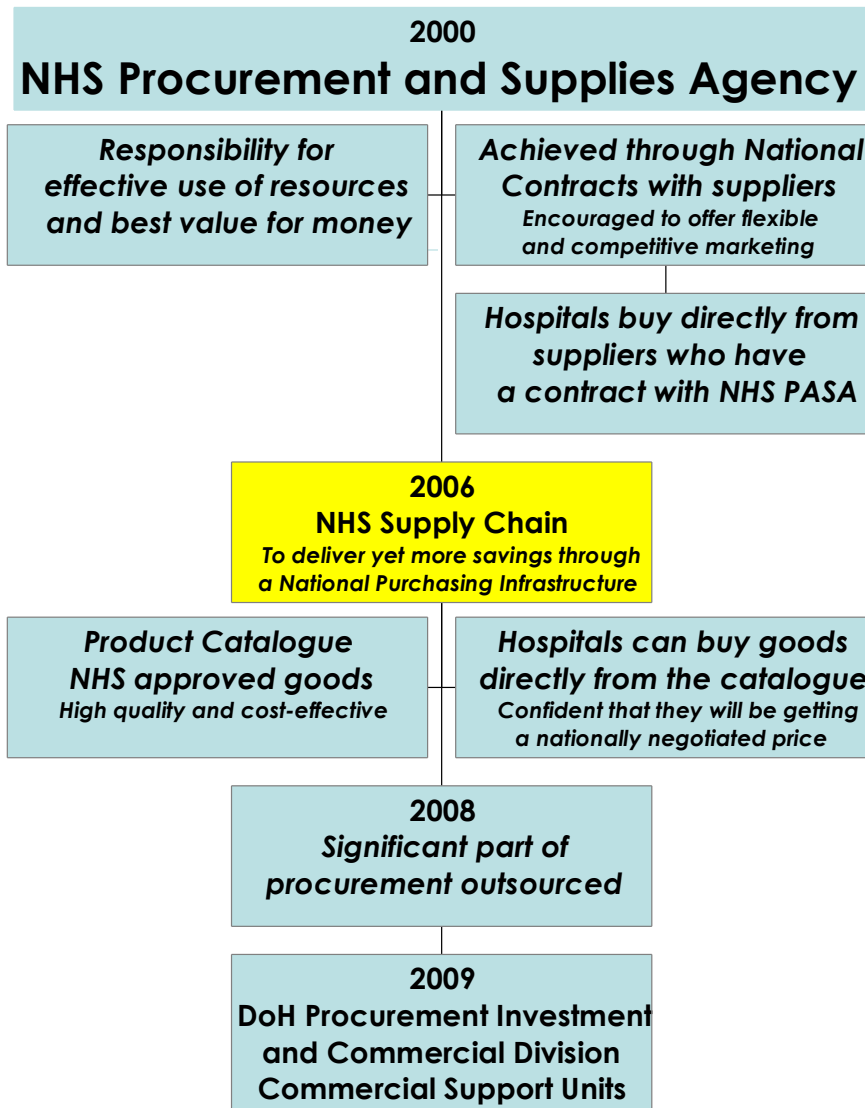
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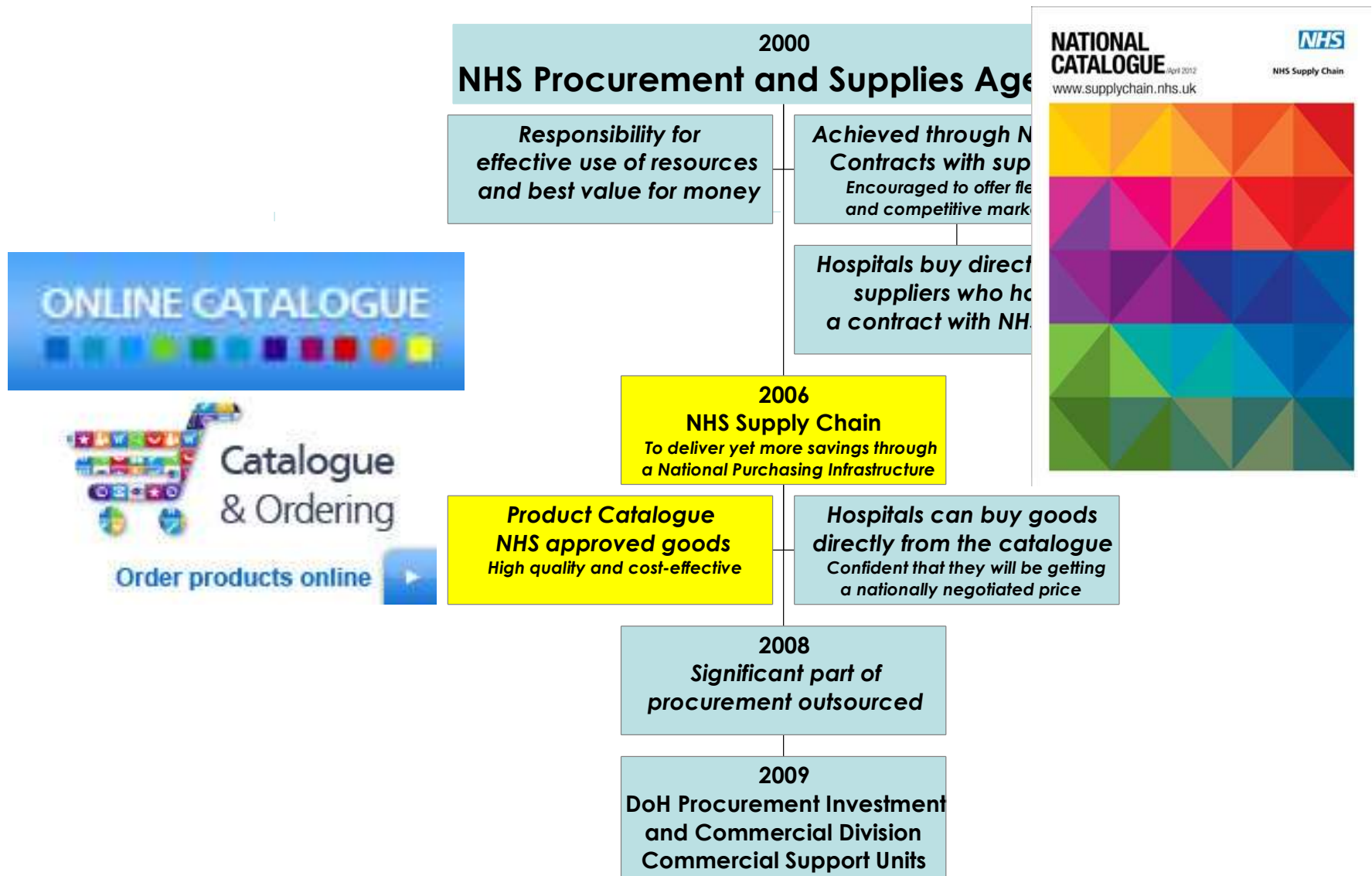


# Another decade of reforms

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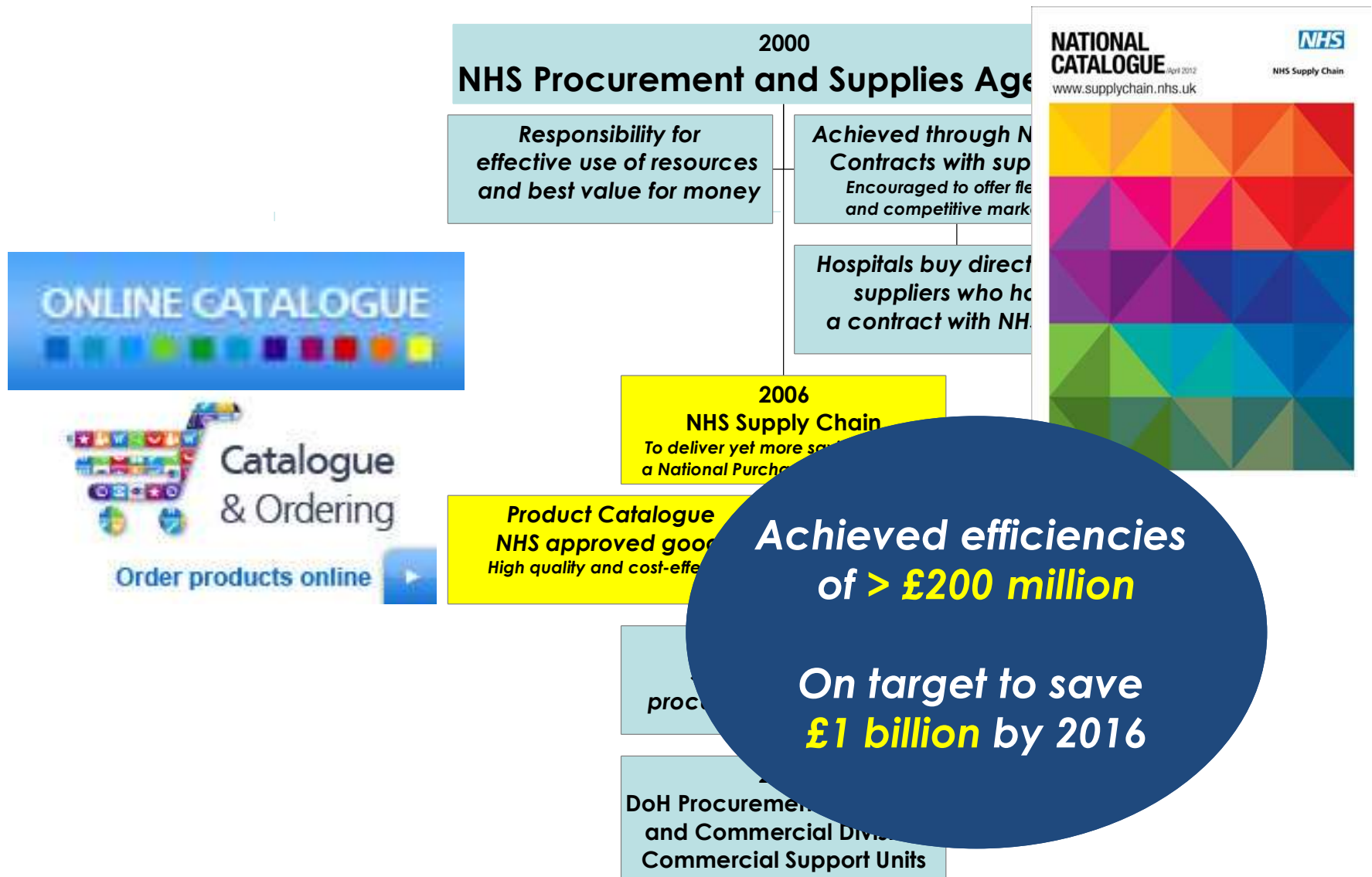


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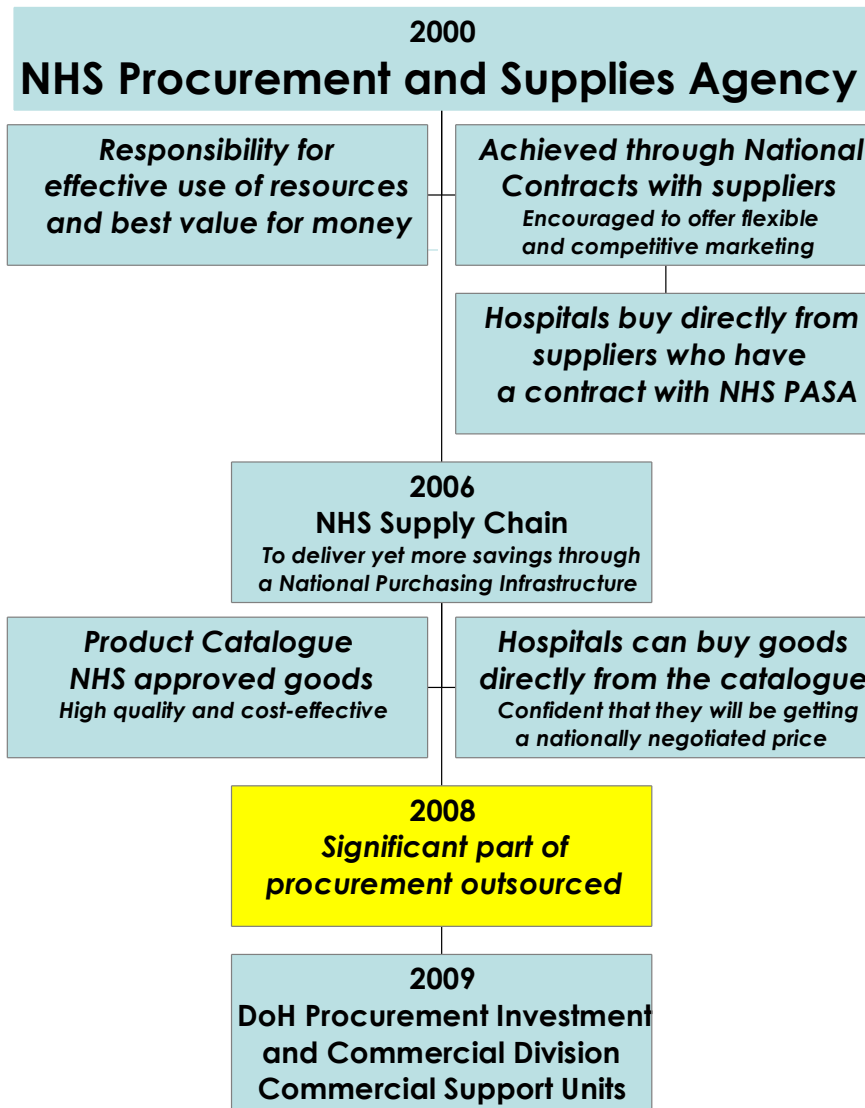


# Another decade of reforms



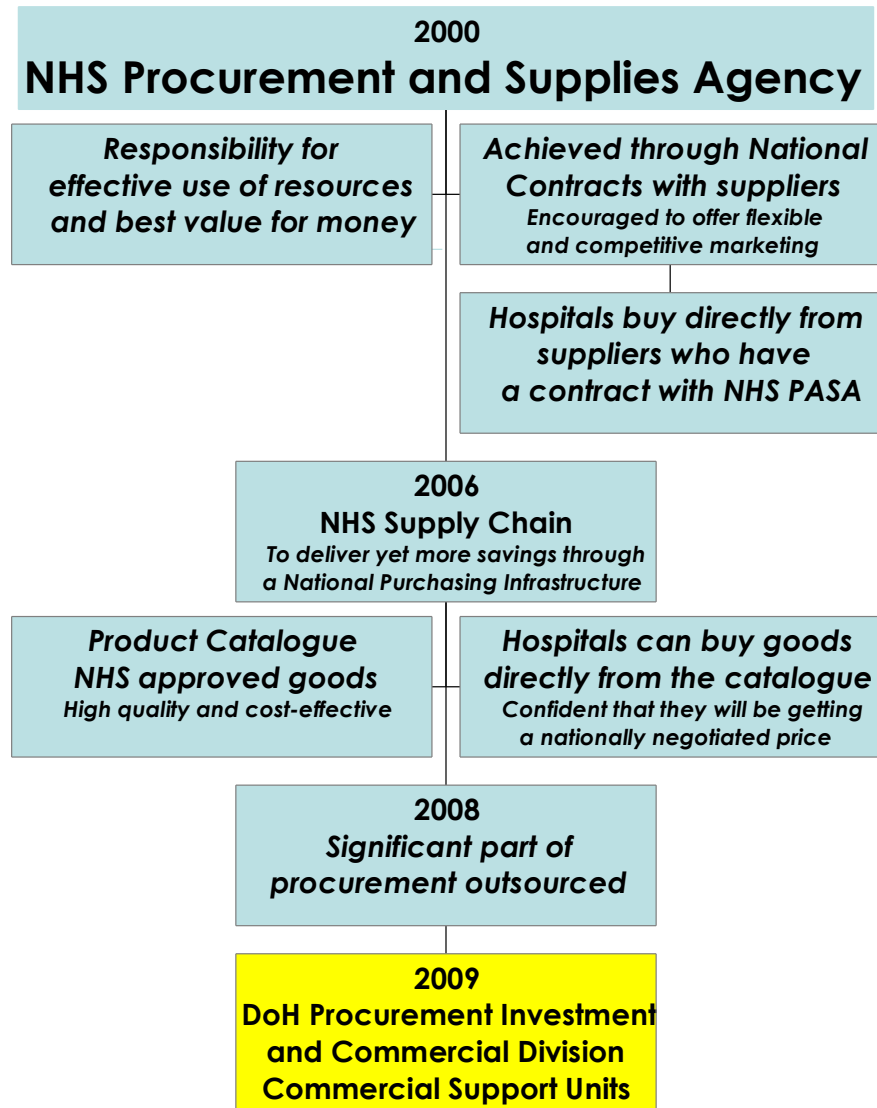
# Another decade of reforms

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# Another decade of reforms

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# Procurement at The National Hospital

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**Subsequent to the changes at a national level  
what has changed at The National Hospital?**

# Procurement at The National Hospital

## The Procurement Department

**Ensures clinical areas have access to best possible equipment and products at best possible prices**

Pharmacy products

[Click here](#)

Staff (agency, temps, interims, contractors)

[Click here](#)

Stationery (printed forms, desktop)

[Click here](#)

Material management / top up

[Click here](#)

Training, courses and seminars

[Click here](#)

Catering

[Click here](#)

Medical

[Click here](#)

Non medical

[Click here](#)

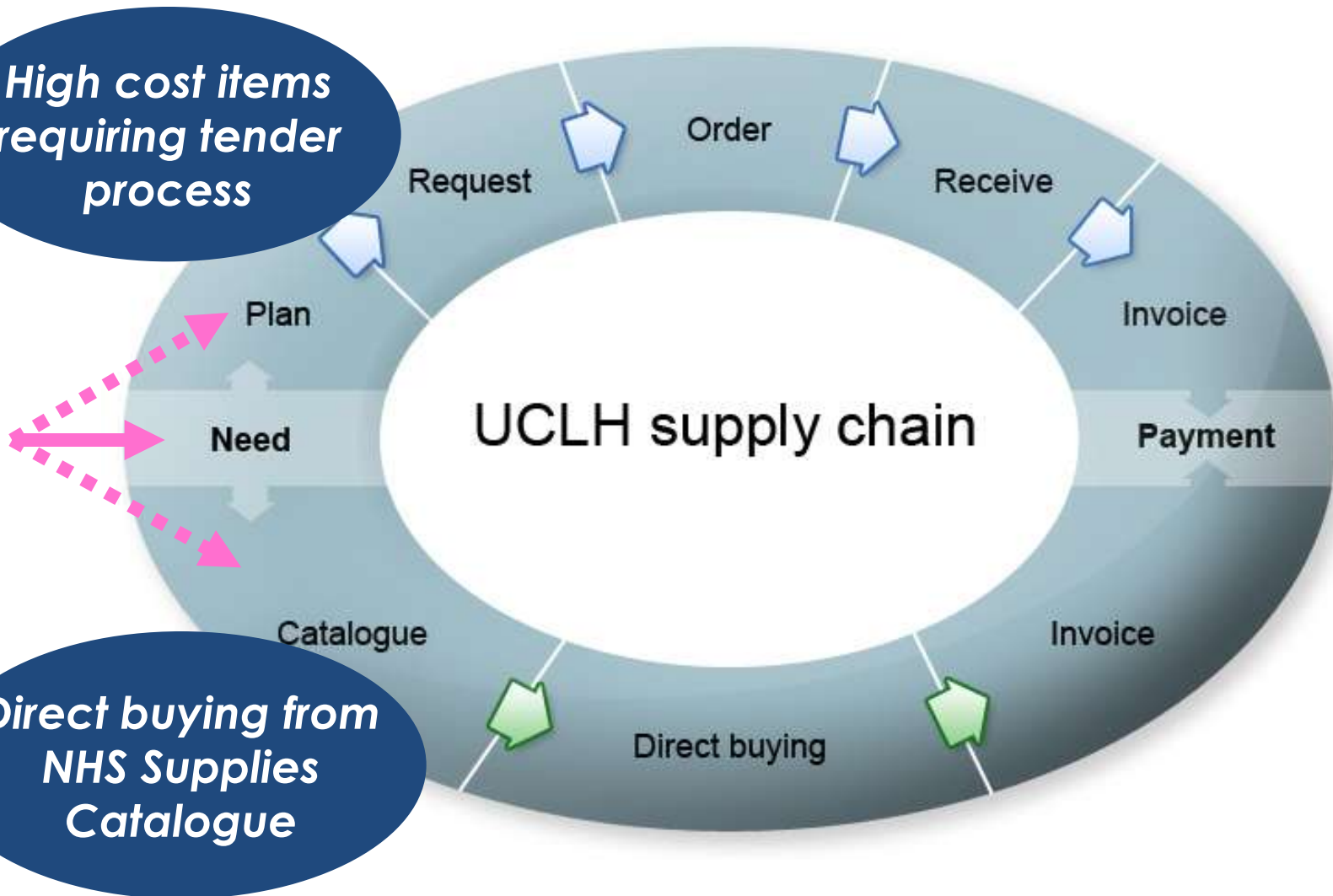
Other

[Click here](#)

# The Procurement Department

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*High cost items requiring tender process*



*Direct buying from NHS Supplies Catalogue*

# Procurement in ITU

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**Consumables**  
**£350,000**



**Changes that have made our  
ITU more cost efficient follow  
directly from the national changes**

# Procurement in ITU

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Pharmacy  
products

[Click here](#)

Medical

[Click here](#)

Material  
management /  
top up

[Click here](#)





# Procurement in intensive care

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Pharmacy  
products

[Click here](#)

**At The National Hospital  
the Pharmacy Department holds  
the budget for ITU and it monitors  
our spending**

# Procurement in intensive care



National Pharmaceutical Supply Chain



Comprehensive, evidence-based guide to good clinical practice and **cost-effective** use of medicines

BNF

BNF  
for children

University College London Hospitals **NHS**  
NHS Foundation Trust

UCL Hospitals Injectable Medicines Administration Guide

UCL Publishing  
UCL HOSPITALS

# Procurement in intensive care

Pharmacy products

Click here

Regulate stock levels in ITU

ANTIBIOTICS	Stock	Order	INJECTIONS (Cont)	Stock	Order
Gentamycin 80mg	2x5		Propofol 500mg/50ml 1%	60 bott	
Cefuroxime 750mg	1 box(20)		Propofol 100mg/50ml 2%	20 bott	
Erythromycin 1g	10 vials		Propofol 200mg/20ml 1%	5 box(5)	
Metronidazole 500mg	1 box		Salbutamol 0.5mg/ml	1 box(5)	
			Sodium Nitroprusside 50mg	1 box	
			Thiopentone 0.5g	1 box(25)	
			Trasylol	5 bott	
INJECTIONS	Stock	Order	FRIDGE	Stock	Order
Adenosine 3mg/ml	1 box		Atracurium 50mg/5ml	6 box(5)	
Adrenaline 1:1000 1mg/ml	10 box		Atracurium 250mg/25ml	10 vials	
Aminophylline 250mg/10ml	1 box(10)		Chloramphenicol eye drops	2	
Amiodarone 150mg/3ml	1 box(10)		Chloramphenicol eye ointment	2	
	1 box		Desmopressin (DDAVP) 4mcg/ml	1 box(10)	
	1 box(5)		Human Actrapid Insulin	2 vials	
			Lacrilube eye ointment	2	
			Paracetamol 500mg supps	3 box	
			Suxamethonium 100mg/2ml	1 box(10)	
			Tetanus vaccine	1 box	
			Xylocaine 1% + adrenaline	4	
IV FLUIDS	Stock	Order		Stock	Order
			Glucose 4% NaCl 500ml	1 box	
			Glucose 5% 100ml	1 box	
			Glucose 5% 500ml	1 box	
			Gelofusin	3 box	
			EloHaes	1 box	
			Hartmanns (CSL)	1 box	
			KCl 20mmols/100mls NaCl	2 box	
	2 box(5)		Mannitol 20% 250ml	1 box	
	1 box(10)		Na Bicarb 8.4% 100ml	2 polyfusor	
Heparin 1000iu/ml	2 box(10)		Sodium Chloride 10ml	10 box(20)	
Heparin 5000iu/ml	1 box(10)		Sodium Chloride 100ml	1 box	
Hydralazine 20mg/2ml	1 box		Sodium Chloride 500ml	4 box	
Hydrocortisone 100mg	1 box(10)		Sodium Chloride + 20KCL	1 box	
Labetalol 100mg/20ml	6 box(5)		Sodium Chloride 0.45% 500ml	2 polyfusor	
Lignocaine 1%	1 box		Phosphates	6 polyfusor	
Magnesium Sulphate 1g/2ml	6 box(10)		Water for Injection 10ml	10 box(20)	
Metaraminol 10mg/ml	1 box(10)		LIQUIDS	Stock	Order
Methylprednisolone 1g	8 vials		Lactulose 300ml	3 bott	
Methylprednisolone 500mg	2 vials		Metaclopramide 5mg/5ml	3 bott	

# Procurement in intensive care

Medical

Click here

## Additional benefits

- *standardised equipment throughout hospital*
- *shared cost of training staff*
- *ability to 'borrow' in an emergency*
- *reduced risk to patient*



# Procurement in intensive care

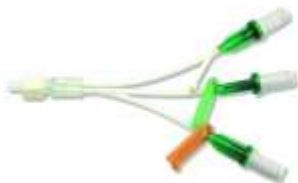
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Material  
management /  
top up

[Click here](#)

**Consumables**

**Medical and Surgical ITUs would  
order separately and stock  
different brands of same item**



# Procurement in intensive care

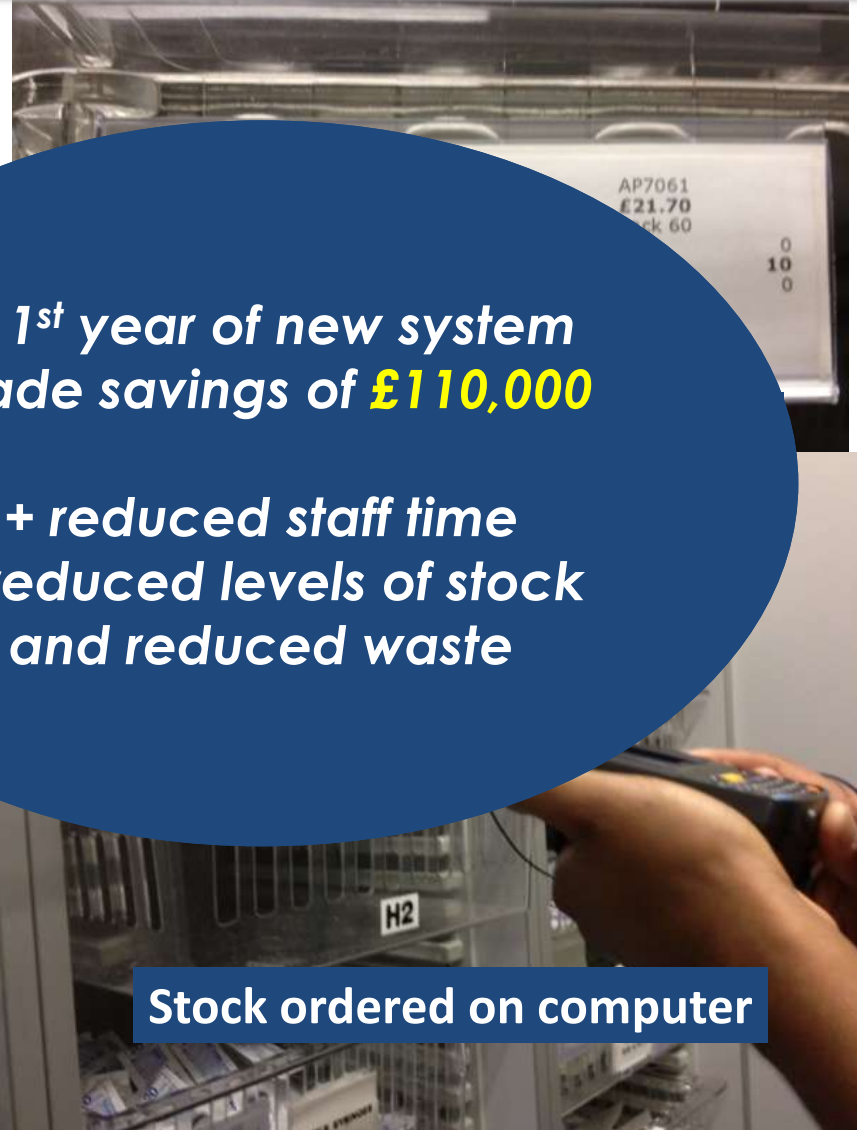
*Now ....*



Procurement

staff

Stock levels for each item



*In 1<sup>st</sup> year of new system  
made savings of **£110,000***

*+ reduced staff time  
+ reduced levels of stock  
and reduced waste*

Stock ordered on computer

# Thoughts for the future

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**NHS Procurement**

**Coherent structure**

*Mandatory for all hospitals*

**National**

*Major contracts*

*National supplier*

*Procurement of pharmaceuticals*

**Regional**

*Smaller projects*

**Local**

*Minor projects*

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**Savings of £1 million per week**  
through collaboration and joint  
commercial arrangements

# Thoughts for the future

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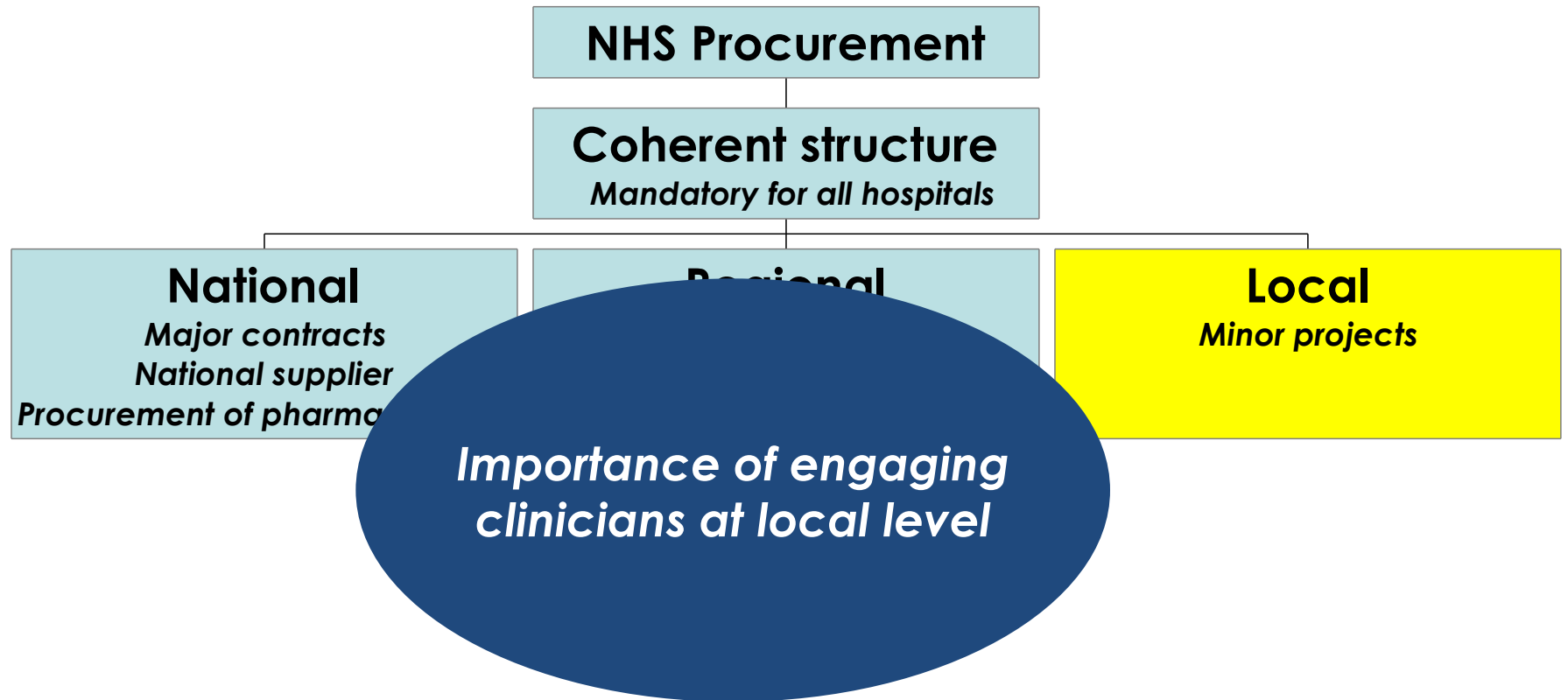
UCLH able to save **£200,000** from  
£1 million yearly budget for  
spinal implants

Surgeon James Allibone  
said: "I am very pleased  
we have been able to  
**reduce costs without  
compromising the quality  
of implants**"



# Thoughts for the future

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# Thank you!

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