

NHS London Procurement Partnership Tech UK briefing

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Agenda

- Introduction to NHS London Procurement Partnership
- Working with suppliers
- NHS LPP's routes to market
- Future roadmap
- Who to contact
- Q & A



More than NHS London Procurement Partnership

Not just **London-**

- National routes to market
- National commercial delivery support
- London and BoB ICS and Kent and Medway ICS Members

Not just Procurement:

- Contract management
- Social value & sustainability
- Clinical assurance

London Procurement Partnership



North of England
Commercial Procurement Collaborative

Not just **NHS-** Our frameworks are for the whole of public sector

Not just LPP- Work in alliance with North of England Commercial Procurement Collaborative (NOE CPC)

What do LPP & NOE CPC do?



London Procurement Partnership

Frameworks and DPSs

Focusing on specific areas:

- Clinical digital solutions
- Technology (ICT)
- Estates and Facilities Management
- Business Services
- Healthcare Services and Pharmacy
- HR and People
- Workforce

NHS Services

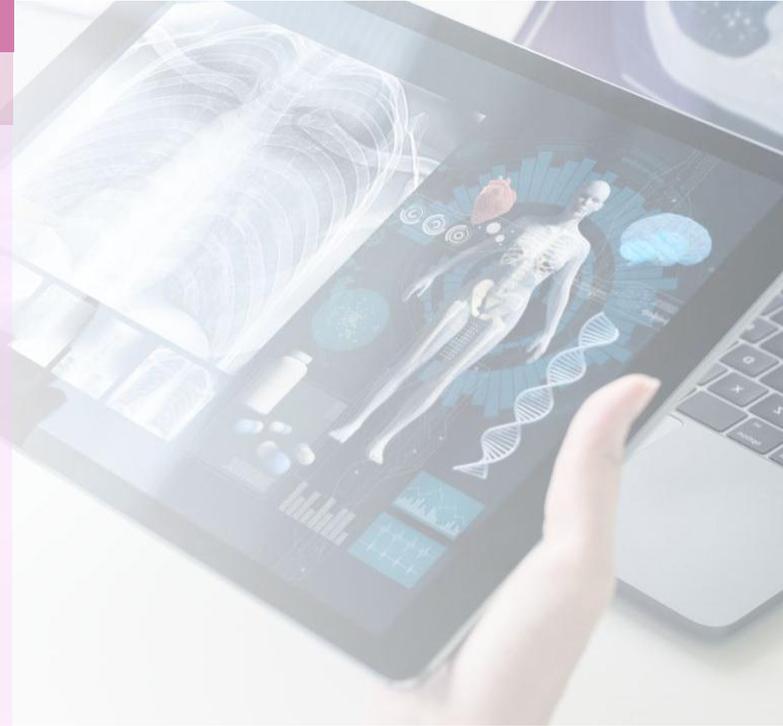
Consultancy and Professional Services including:

- Procurement support
- Sustainability and Social Value
- Contract Management Services
- Commercial support
- Support for members - workplan analysis
- Savings initiatives
- Atamis support
- New hospital programme
- Frontline Digitisation procurement support

Supplier Services

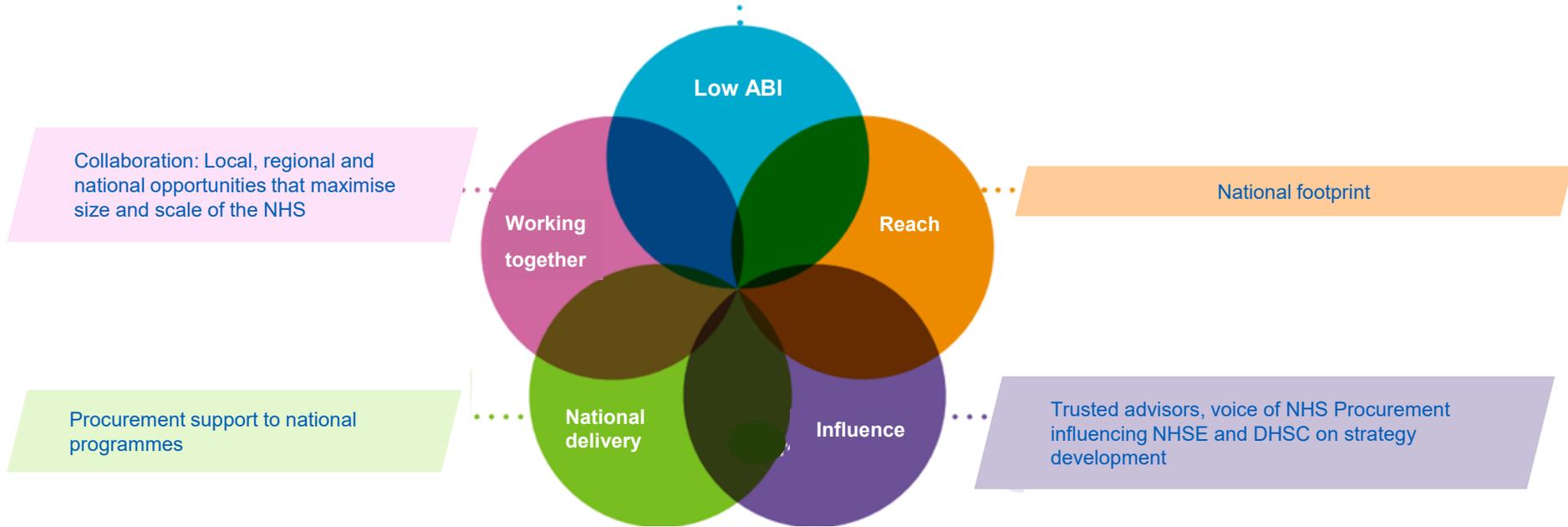
Including:

- Supplier on boarding to frameworks and DPS
- Support pre-market engagement
- Governance guidance
- Social value and sustainability support
- Training offer



NHS LPP- Why work with us?

Low Activity Based Income (ABI), is a percentage charge made to a supplier for all work it obtains under the framework or Dynamic Purchasing System, impacting overall cost



How NHS LPP can help

01 Great emphasis on SMEs

NHS LPP are focusing on open frameworks/ DPSs and appropriateness of standards and premarket engagement

02 Innovation

Using open frameworks and innovative ways of working to suppliers drive innovation in the NHS

03 Governance

Supporting Trusts with spend controls where required
- Speeding up procurements for both suppliers and NHS

04 Social value & sustainability

Bespoke support available to develop social value and sustainability offer



Our spend and Supplier Footprint

1,300+

Active Suppliers

Able to access the market through
LPPs frameworks

£1bn

Total Spend FY23/24

37% in Tech/IT sector

70%

Tech/IT suppliers are SMEs



Working with SMEs

NHS LPP want SMEs to be on our frameworks and DPSs. Clinical digital health solutions framework, achieved this through the following activity:



Roundtable event for specifically for SMEs.



Used a pass mark (e.g. 60% for CDHS) to get on the framework rather than limiting numbers of suppliers per lot.



With digital standards at framework level we allow “or equivalents” rather than a pass fail. E.g. rather than making ISO9001 mandatory, we allow a supplier to submit their QA processes for evaluation. Which allows us to clarify if needed.



We support the suppliers on the Financial Viability Risk Assessment process. For CDHS we offered 1-2-1 meetings with our Financial Viability Risk Assessment team.

Routes to market

| Name | Use | Example of products/ Services | End date | Reseller | PA 23 |
|--|---|---|----------|----------|-------|
| Clinical Digital Healthcare Solutions (CDHS) | Digital systems that directly support clinical care. | EPR/ Decision support/ Pathology & radiology | 30/9/28 | Yes | No |
| Digital Document Solutions (DDS) | Managing documents, records, and information. | Document management systems (DMS) Electronic document & records management (EDRMS) | 31/03/27 | Yes | No |
| Digital Technical Clinical Support (DTCS) | People and services that technically support clinical digital systems | Specialist digital & clinical IT services. Professional services | 17/08/29 | Yes | No |
| RM6387 Workforce Technology Systems | Digital systems that manage workforce, HR, and staffing | E-rostering systems Workforce management platforms | 19/08/33 | Yes | Yes |
| Tech Devices - LINK4 | Physical technology devices (hardware) | Laptops, desktops, tablets Mobile devices Networks | 31/03/28 | Yes | No |
| Total Technology Solutions (NOE.0552) | End-to-end technology solutions | Software, cloud, cyber | 31/08/26 | Yes | No |

Routes to market- DPS

| Name | Use | Example of products/ Services | End date |
|--|--|---|----------|
| Implementation Support for Digital Health Systems- | Buying people, skills, and delivery support to implement digital health system | Implementation & delivery, Specialist roles, Assurance & readiness | 23/02/29 |
| Immersive, Simulation and Related Technologies | Simulation and immersive tech for training, education, and service redesign | Simulation software Digital twins (care pathways, estates, flow modelling) | 30/09/28 |
| Health & Social Care Apps Dynamic Purchasing System | Digital apps used directly by patients, citizens, or carers. | Remote monitoring apps Mental health & wellbeing apps Women's health apps | 23/02/29 |
| Non-Clinical Systems Dynamic Purchasing System | Digital systems that support the business of healthcare | Finance & procurement systems CRM systems | 18/02/29 |

2026

March
2026

April
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April
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April
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May
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June
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Sep
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Sept
2026

Nov
2026

End
2027

Clinical AI
Framework
PME

Clinical Digital
Health
Solutions
PME

Asset
utilisation
Framework
Award

Digital Office
Transformation
Framework
ITT

Total
Technology
Framework
ITT

Clinical AI
Framework
ITT

Digital Office
Transformation
Framework
Award

Total
Technology
Framework
Award

Clinical AI
Framework
Award

Clinical Digital
Health
Solutions
award



NHS LPP Contacts

customer@lpp.nhs.uk- Customer enquiries or updating ABI invoices

gstt.cds@nhs.net – to talk digital category specialists for more information and advice or to request an access agreement on any of the CDS Frameworks or Dynamic Purchasing Systems

<https://www.lpp.nhs.uk/categories/clinical-digital-solutions/> - Website



Help working with the NHS



Anna Hawksley

Leader/ Director of major NHS and
Public Sector programmes. NHS Digital T...



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