

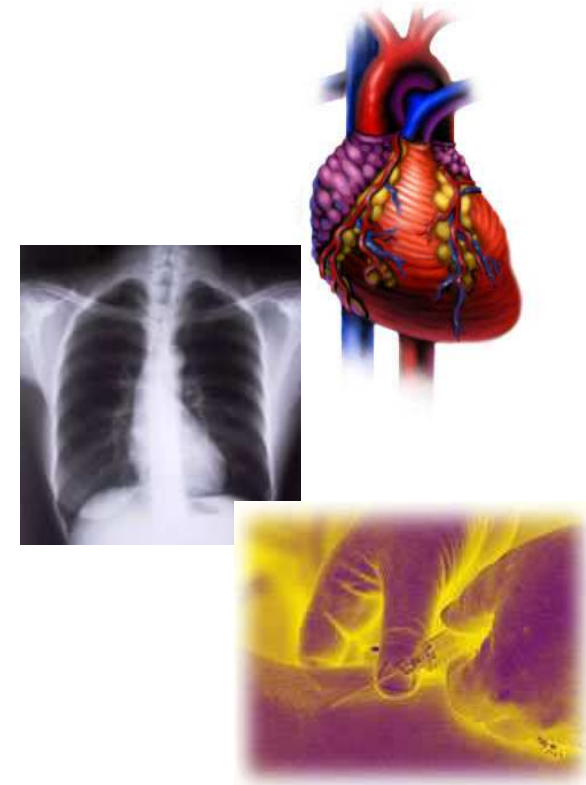
National procurements for PHS: experience and learning from the NHS

George Mac Ginnis
NHS Technology Office

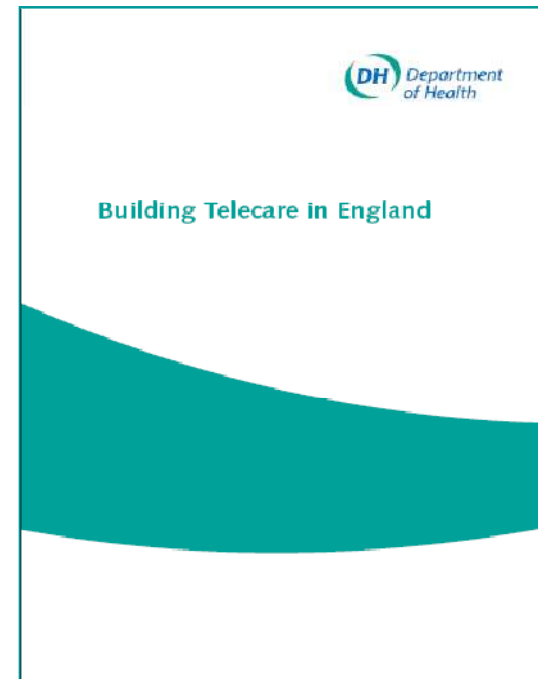
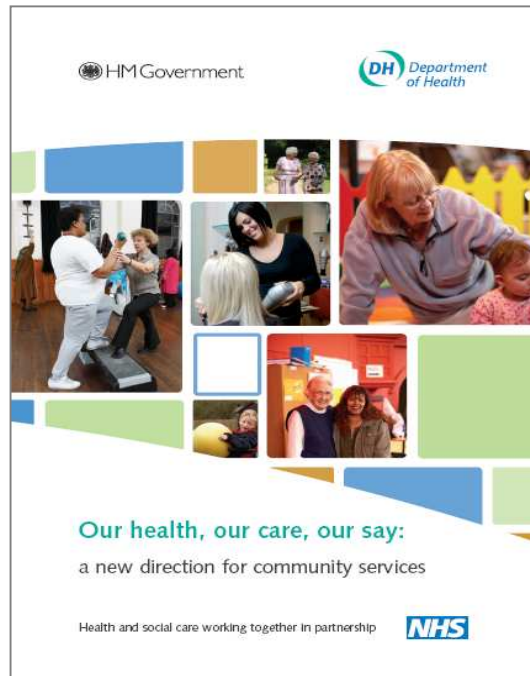


Agenda

- Background
- UK Telecare Framework
- Lessons identified
- Future developments
- Wider implications



Policy drivers in 2005/06

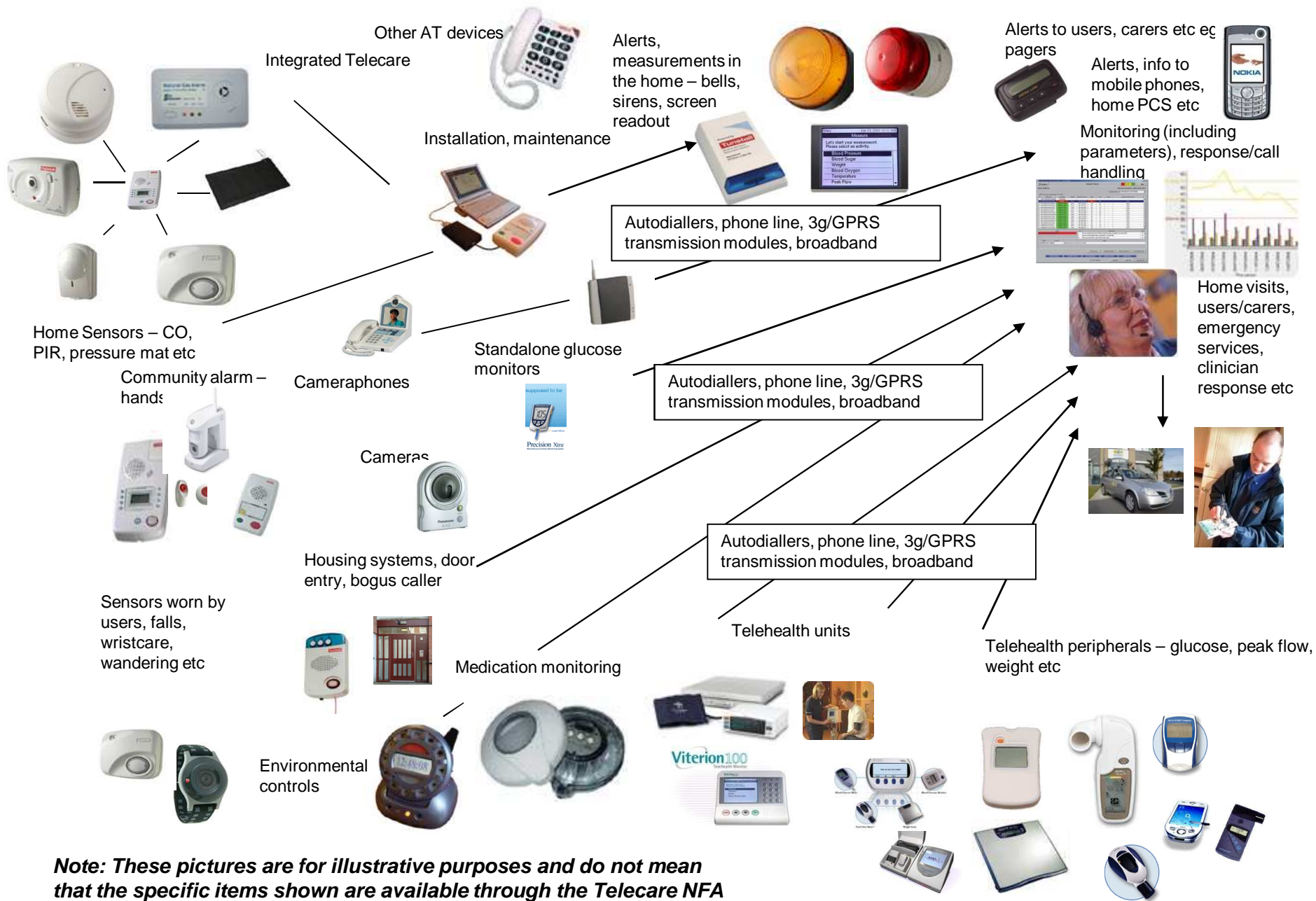


Better preventative services
£80M (€ 120M) funding for technology

But also aspirations for:

- Choice
- Personal budgets for health and care

Scope of Products and Services



Note: These pictures are for illustrative purposes and do not mean that the specific items shown are available through the Telecare NFA

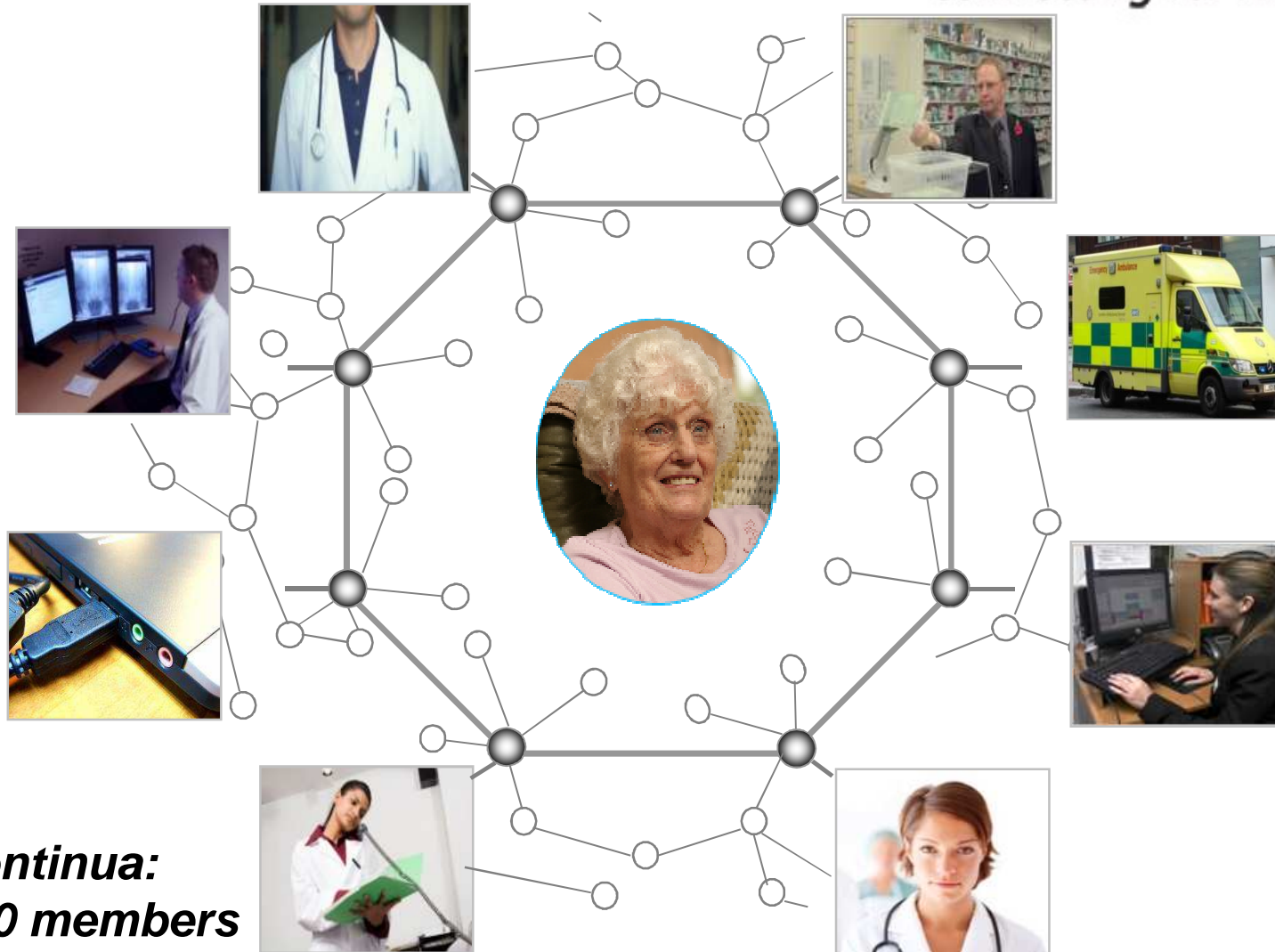
Lessons

- Ease of use welcomed
 - Evidenced by value of orders
- Proprietary technology
 - No drive for standards
- Barrier to innovation?
 - Lacked flexibility to accommodate new offerings
 - Limited scope for enhancements and added value services
- Cost of ownership unclear at point of sale



Towards a 'system of choice'

NHS
Connecting for Health



Continua:
230 members



Aim for future procurements

Formal technical requirements could.

- Offer buyers greater confidence in the services they are acquiring
- Provide a level playing field for bid evaluation
- Drive desired market behaviours (e.g. interoperability)



Good Practice Guide

Tailor solutions to strategic factors:

- Expected duration
- Size
- Degree of integration
- Future enhancements
- Privacy risk



Commissioning Strategies



Connecting for Health

Strategic factors	Strategy 1	Strategy 2	Strategy 3	Strategy 4	Strategy 5
What is the expected duration of the service?	1 -2 years	1 -2 years	2-3years	3-4 years	4+
What is the estimated size of the patient base?	Less than 500	500 to 1000	1000 to 5000	1000 to5000	More than 5000
How many services do you want to share Telehealth data with?	0	Not more than 1	2-3	3-5	5+

Requires operational workarounds

Flexible and scalable service.

Issues

- Ongoing choice
- Accreditation
- Mandating standards
- Specifying for future interoperability



Specifying for future

interoperability standards



Connecting for Health

How would a requirement like this be viewed by the market:

Future Interoperability. Device interfaces are to be maintained to align with the most recent EN ISO 11073 Personal Health Device specialisation series of device standards and Continua Health Alliance guidelines within 24 months of the publication of an update (or equivalents).

Conclusions

Achieving an innovative market through effective procurement requires:

- Strategic thinking by buyers
- Valuing integration with clinical processes
- Commercial clarity on the use of standards
- Clear direction on regulation

