How to survive a sexual health tender-The HIV clinic perspective

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BHIVA 16th November 2017
• BHIVA attendees:
• Genitourinary medicine (Local Authority)
• Infectious diseases (NHSE)
• GP (CCG)
• 3rd Sector (Local Authority)
• Overview of tendering
• Manchester experience
• Top tips
Health and Social Care Act 2012

CHAPTER 7

Explanatory Notes have been produced to assist in the understanding of this Act and are available separately.
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the northern

contraception, sexual health & HIV service
2013 The plan

A Framework for Sexual Health Improvement in England

Manchester University
NHS Foundation Trust

the northern
contraception, sexual health & HIV service
2013 The warning
2014 The coping tips

Making it work
A guide to whole system commissioning for sexual health, reproductive health and HIV

The northern
contraception, sexual health & HIV service

Manchester University
NHS Foundation Trust
2015 The coping tips
2015 The analysis

Manchester University
NHS Foundation Trust
2017 The analysis
2017 The analysis
In Manchester/Trafford

• 2013 Tendering of Trafford Sexual Health Service
  – New HIV service
  – HIV initially omitted from then included in the tender
  – LOST to a community trust with no HIV care

• Fragmentation of Sexual Health and HIV
In Manchester/ Trafford

• 2013 Tendering of Trafford Sexual Health Service
  – New HIV service
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• Fragmentation of Sexual Health and HIV

• Executive buy in
• Tender writing support/experience
• Commissioner communication
• A spy in the camp
• NHS/ 3rd Sector Allies

Manchester University
NHS Foundation Trust
2015 Bury Rochdale and Oldham

- Common service specification
  - process more consistent
- Better writing team
- More cohesion
- Lost to Virgin on the money
2015 Bury Rochdale and Oldham

- Common service specification
  - process more consistent
- Better writing team
- More cohesion
- LOST to Virgin on the money

- Better writing support
- Better added value
- Financial involvement from the start
• Approach from MCC for 3 trusts to work together for 30% less funding due to austerity measure
• Impossible to move forward
2016

- Central Manchester tender
- NHS Partnership Central, North and South
  - (now being superceded by our single hospital trust MFT)
- Executive support
  - retaining HIV
  - expansion within the region
- External writing help
- SUCCESS
2016

- Central Manchester tender
- NHS Partnership Central, North and South
  - (now being superceded by our single hospital trust MFT)
- Executive support with a view to retaining HIV and expansion within the region
- External writing help from the previous manager of our sexual health network
- SUCCESS
“We are better than the alternative”
2016

- Stockport, Tameside and Trafford
- Tried to put in a combined NHS bid - unsuccessful negotiation
- Very similar submission tailored for the local aspects of the tender
- SUCCESS
“We are better than the alternative”
What’s it like to win

- Initially fantastic!!
- Then reality sets in
- Management of change
- Human Resources
- What helps?
What’s it like to win

• Initially fantastic!!
• Then reality sets in
• Management of change
• Human Resources
• What helps?

• Resilience
• Energy
• Stamina
• Thick skin
• Resignation
• Peer support
Where are we now?

• Almost all 7 previously separate services linked up
• Majority are integrated
• Innovation
HIV

• Fragmentation even when winning
  – Focus on ISH
  – Risk of stagnation within HIV services
  – HIV staffing reduced
  – Patient’s anxiety
HIV

- Fragmentation even when winning
  - Focus on ISH
  - Risk of stagnation within HIV services
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  - Patient’s anxiety

- Keep HIV as a priority
- Cross team communication
- Same staffing in ISH as HIV
- HIV working as team across sites
  - even though excluded from the tender
Afterthought 2017

- To bid or not to bid?
- Wigan tender
  - not a viable specification
  - No expressions of interest
Final Reflections
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