

Opportunity Identification Training and NHS eSourcing Portals

CHALLENGE

Our client was a mutual company specialising in the provision of indemnity, advice and support for healthcare professionals across the UK.

Although the client had scanned the public sector marketplace to identify suitable opportunities and routes to market, they often found that they missed out on some of the biggest and most critical opportunities as they had insufficient processes and procedures in place to monitor the publication of opportunity advertisements.

SOLUTION

Apsiz provided a bespoke half day training course which provided the client with an overview of the most useful sources for the publication of opportunity advertisements within the public sector.

The training focused on explaining the purpose and use of each opportunity website, as well as providing detailed insight into the requirements of the search parameters for all opportunity alerts on each website.

Apsiz then worked with the client to update all of their existing alerts to ensure that the most appropriate keywords, CPV (common procurement vocabulary) codes, and search parameters were used, thereby eliminating the possibility of the client ever not been alerted to a suitable opportunity in the future.

Apsiz also produced a detailed database for the client outlining the various different eSourcing Portals used within the NHS, along with a listing of the various healthcare organisations eligible to use each portal.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Bespoke half day training course delivered to focus on the client's specific opportunity identification needs.
- ⇒ Client was able to create and amend opportunity alerts with ongoing guidance and supervision from Apsiz thereby providing them with 100% confidence and process familiarity.
- ⇒ Database produced outlining the 39 eSourcing Portals used within the NHS including those developed for:
 - NHS Procurement Confederations
 - NHS Collaborative Procurement Hubs
 - NHS Foundation Trusts
 - NHS Commercial Solutions
 - NHS Procurement Partnerships
 - NHS Procurement Services
 - NHS Commissioning Support Units
 - NHS Commercial Procurement Collaboratives