



Workforce Alliance

Welcome

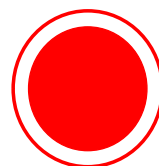
Bringing together people who care

www.workforcealliance.nhs.uk



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Recording will start on the next slide





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NHS Workforce Alliance Healthcare Solutions Market Engagement

March 2025

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Housekeeping



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Questions



Use the Q&A function to ask questions at any time. We will respond in the chat or verbally at the end. We will have more time for questions at the end. You will only be able to unmute yourself when we pause for questions.



Note taking

We'll share the slides after the session to the email you used to register for the event.



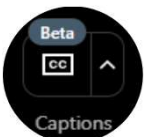
FAQ

Responses to any answered and unanswered questions will be shared post event to all attendees.



Recording

We are recording this session and will distribute the recording to you and to anyone who couldn't attend.



Captions

You can turn live captions on by clicking the captions button.

How to ask questions or comment



**Questions and
comments are sent
to us.**



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Who we are

Angela Donohue - Procurement Lead -
NHS Workforce Alliance

Michael Heelas - Category Lead - NHS
Workforce Alliance

Jackson Long - Commercial Practitioner
- NHS Workforce Alliance



Agenda

- Background to the NHS Workforce Alliance
- Current services and frameworks
- Planned changes and new procurements



Our frameworks



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The current portfolio of frameworks is managed across the 5 WA partners, we are looking to consolidate and redesign how we offer these services to customers over the next 2 years. We'll be reducing the number of individual frameworks whilst maintaining the current scope and services.



All statistics refer to data from Apr 23 – Mar 24

New: NHS Workforce Alliance Healthcare Solutions



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We are exploring new opportunities for NHS Workforce Alliance agreements to provide a more seamless customer journey:

We plan to **combine, increase and improve** the services covered in the following agreements:

- International Recruitment (RM6333)
- Staff Bank (RM6278)
- Workforce Improvement Services (RM6163)
- Permanent Recruitment (RM6229)

We are exploring opportunities to include **additional service lines**

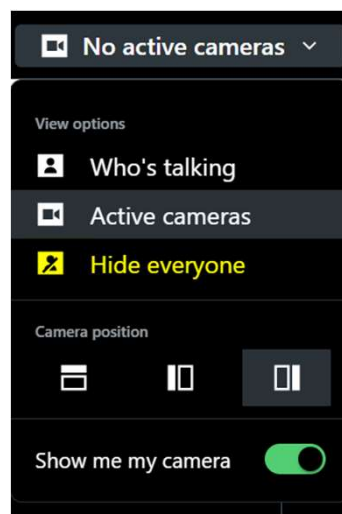


Poll Question One

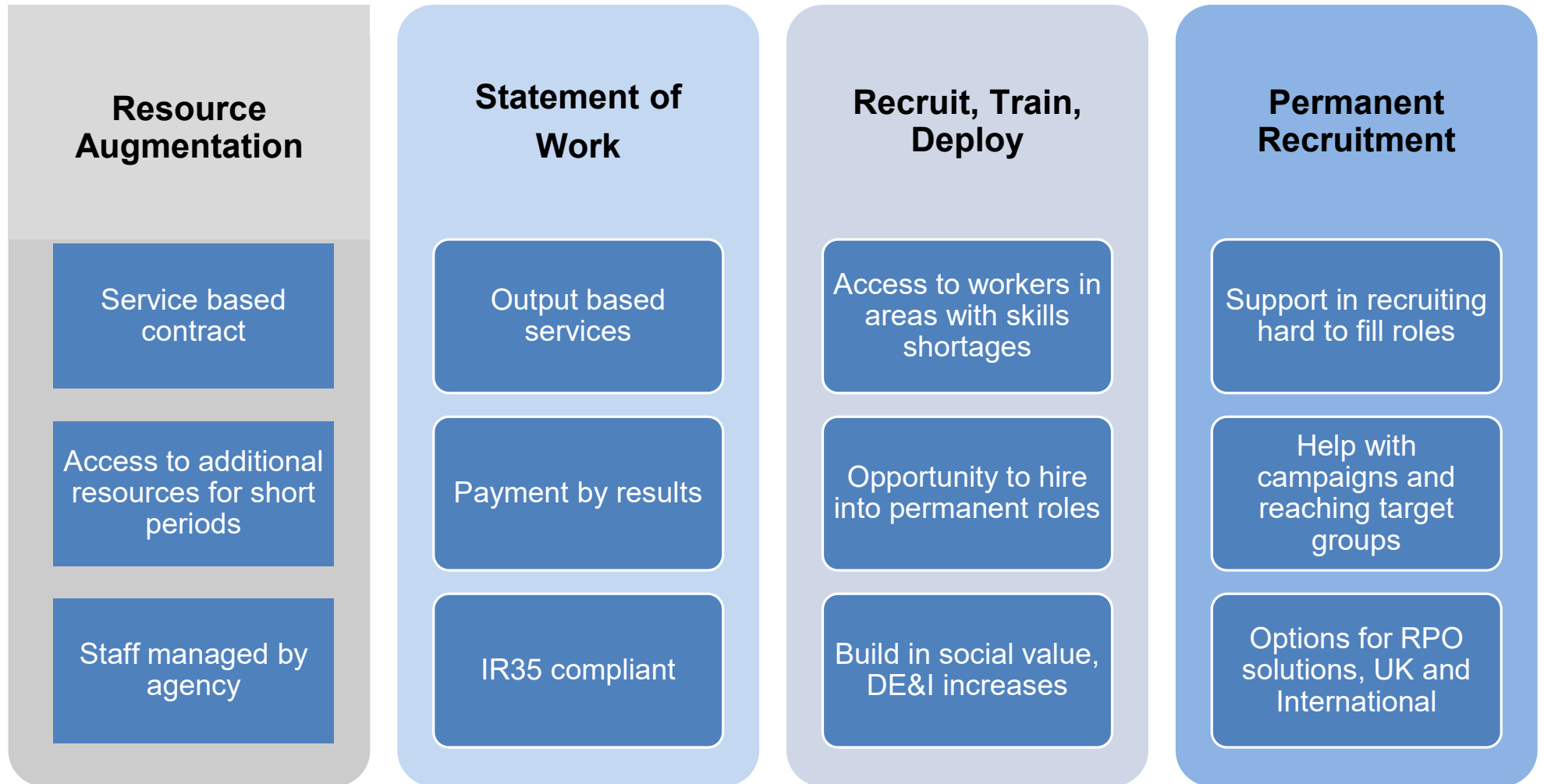
Do you agree with the strategy of reducing the number of frameworks we offer?

*If you cannot see the poll, try hiding cameras, closing side panels, or expanding your window. You can hide cameras by clicking the drop down at the top of your screen and selecting 'Hide everyone'.

If you are unable to vote on the poll, you can provide feedback after the webinar through a questionnaire that will be issued.



Healthcare Solutions: Overview - Proposed new service lines



Poll Question Two



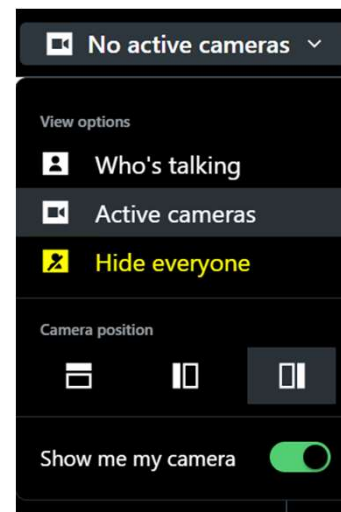
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Would your business be interested in offering any of these new services?

- Resource Augmentation
- Statement of Work
- Recruit, Train, Deploy
- Permanent Recruitment

*If you cannot see the poll, try hiding cameras, closing side panels, or expanding your window. You can hide cameras by clicking the drop down at the top of your screen and selecting 'Hide everyone'.

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Healthcare Solutions: Customer Feedback



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Efficiency



More efficient route to market

Simplified



1 agreement, simplifying the call-off process

Responsive



Responsive to market movements and feedback

Additionality



Addition of new service lines

Innovation




Suppliers can shape customer solution

Strategic



Aligned to NHSE strategy for ICS

Supply chain and SME feedback



**Prompt
payment**



**Access to
Trusts**



**Exposure to
business
opportunities**



**Reputation and
trust**



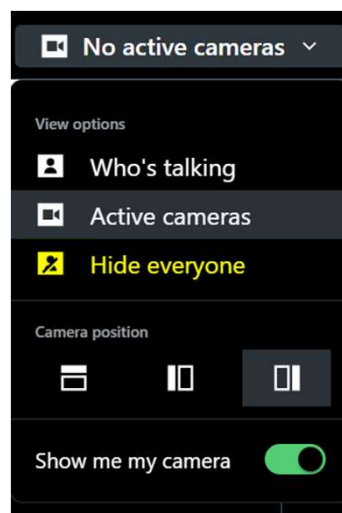
**Access to
innovation and
technology**

Poll Question Three

Is your business interested in being part of a supply chain?

*If you cannot see the poll, try hiding cameras, closing side panels, or expanding your window. You can hide cameras by clicking the drop down at the top of your screen and selecting 'Hide everyone'.

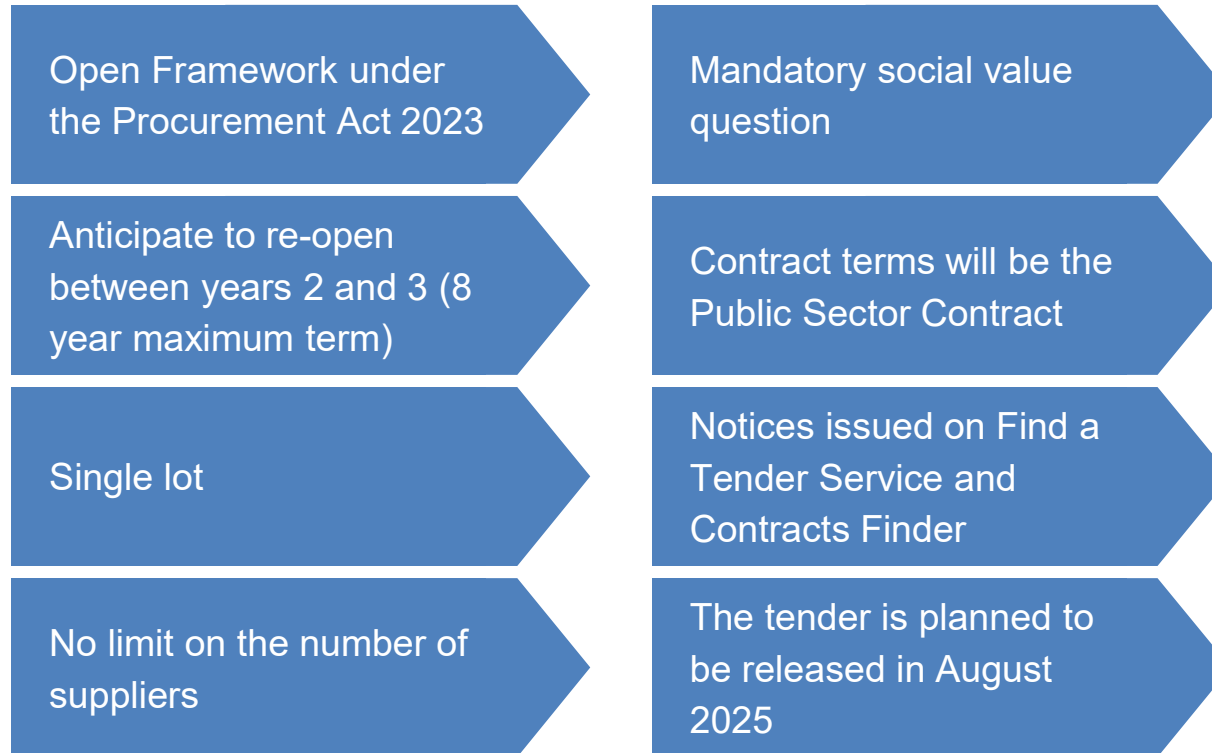
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Commercial strategy

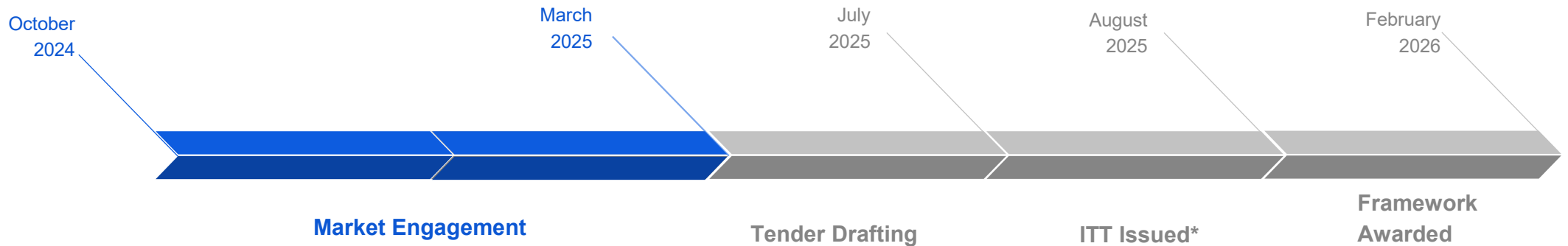


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***Please note that the commercial considerations are indicative and are subject to market consultation. You are able to provide feedback on the commercial strategy through the market engagement questionnaire issued after this webinar.**

Timeline – Procurement



*We will consider the summer holiday period when finalising the procurement timeline.

Send your feedback



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If you would like to provide feedback, please complete the Google Form below:

<https://forms.gle/6zYJxh2FzH7LmxB46>

The deadline for responses is **17:00 (BST) on Friday, 04 April 2025**

Questions



We will provide written responses to questions after the event,
including any unanswered ones