

One Solution, Three Trusts: Transforming Procedure Packs Through Clinical Collaboration

Background

HealthTrust Europe worked in partnership with Hertfordshire and West Essex NHS Procurement to introduce a clinically led approach to specifying, evaluating and procuring theatre procedure packs across three acute NHS Trusts.

The project brought together procurement, clinical and operational colleagues, including 24 Theatre Leads and clinical staff across eight specialties.

Challenge

Different bespoke pack specifications and two main suppliers created variation, duplication and complexity. The team needed to develop a shared specification, improve value and address attachment to existing local packs without compromising patient care.

Solution

A joint governance structure brought clinical, procurement and operational colleagues together through scoping meetings, progress reviews, line-by-line specification sessions and on-site evaluations.

Clinicians reviewed packs component by component, agreed what was essential and identified where requirements could safely be combined. All 12 suppliers on HTE's Procedure Packs Framework could bid; eight submissions were received and the two highest-ranked suppliers progressed to clinical assessment.

Full sample ranges were evaluated at each Trust. Drop-in sessions allowed theatre staff to score packaging, ease of opening, component quality and bespoke contents around clinical duties.

"The project brought member Trusts together to strengthen clinical engagement, reduce duplication and share best practice. Collaborative purchasing improved value for money and supply resilience, while supporting better decision-making, patient outcomes and sustainable use of NHS resources."

Grant Thrussell, Associate Director, Clinical – Hertfordshire & West Essex NHS Procurement



The Result

£171K

**ANNUAL CASH-
RELEASING
SAVINGS**

45 → 34

**PROCEDURE
PACK
VARIATIONS**

4

**NEW PACKS
INTRODUCED**

24

**THEATRE
LEADS
ENGAGED**

8

**CLINICAL
SPECIALTIES
INVOLVED**

Annual expenditure reduced from £728,649.55 to £557,632.41, and the supply model moved from two main suppliers to one.