



Case Study

PROCUREMENT

ROTHERHAM NHS FT



A new approach to procurement: Ultra Efficient Lighting for Future Wards

The Rotherham NHS Foundation Trust (TRFT) wanted to improve the lighting in its hospital wards at the same time as saving money and improving the environment for patients and staff. To do this it took a pioneering procurement approach which has sought an innovative and cost effective solution from the supply chain.

The Rotherham NHS Foundation Trust (TRFT) is based not far from Sheffield and Doncaster and serves a population of around 252,000. It has 500 inpatient beds and a busy A&E department dealing with around 75,000 cases each year.

It is a modern, progressive Trust, with a reputation for clinical excellence and efficiency. TRFT is an Associate Teaching Hospital of the University of Sheffield and its main site provides a range of hospital based Obstetric & Gynaecological, Medical, Surgical and Paediatric services.



In a pioneering project in partnership with the Department of Health and the Department for Business, Innovation and Skills (BIS), the project team adopted a new approach to procurement called Forward Commitment Procurement (FCP). FCP is a procurement process designed to stimulate innovative, sustainable and cost effective offerings from suppliers.

How did FCP improve sustainability?

TRFT used the FCP process to stimulate innovation in the supply chain as it embarked on an eight year refurbishment programme.

TRFT's facilities team was keen to exploit new and emerging lighting technology such as (organic) LEDs which would save money and improve the environment for patients and staff.

The team were encouraged to be ambitious and forward thinking and to

'throw away the catalogues', rather than to seek what was already out in the market. The team told the supply chain what they wanted two years before the solution was required. This gave the suppliers enough time to organise and innovate.

Project support and FCP training was provided by BIS and a UK led European project LCB-HEALTHCARE.

Improving sustainability

The pioneering approach to procurement taken by TRFT allowed suppliers to come together to design and bring to market an innovative solution.

The result was a new type of "pod style" patient environment with integrated ultra-efficient bio-dynamic lighting, medical trunking and storage.

During the competitive procurement process innovation, sustainability, future

FCP is an approach used by many private sector companies to manage their supply chains to invest in innovation and new or improved products. They do this by engaging with their suppliers and providing credible information about their future requirements and purchases.

This provides the incentive and security for the supply chain to invest to deliver what is needed, when it is needed, at a price that is affordable. By mirroring this approach in the public sector FCP provides an early market engagement tool to create the conditions for supply chains to flourish and deliver new cost effective solutions in a way that manages the risks for the customer and the supplier.



readiness, and progressive improvements in energy efficiency over the life of the refurbishment were given a high priority.

The cost of the UEL ward is the same as a standard built ward, but has added benefits including improvements in patient experience, lighting efficiency, reduced on-site build time and other sustainability features.

“The key to success was to begin by asking for what was needed – not what we thought was available or affordable.”

John Cartwright
Director of Estates and Facilities

TRFT



Carbon and Financial Savings

The suppliers came up with a pod style lighting system which would create ‘a step change in the patient experience’ and demonstrable step change in the patient experience. It’s expected this project will deliver a 30% reduction in energy, or £4,600 per 40 beds over 10 years and a reduction in maintenance of more than 80%.

Other sustainability benefits include the use of recycled components, low energy lamps, daylight responsive lighting and reduced on-site construction time.

In addition the lighting control system produces a daily, monthly or annual map of the energy use of each unit meaning energy usage can be controlled more easily.



“From the start we said that the solution had to be cost effective and affordable. We have not been disappointed. The outcome shows that better and more sustainable solutions do not have to cost more.”

**Steph Holmes
Head of Procurement
Rotherham NHS FT**

The cost of the lighting is the same as a standard built ward, but has added benefits including improvements in patient experience, lighting efficiency, reduced on-site build time and other sustainability features.

Success factors?

- A clear vision from the CEO and Board level support for an innovative approach
- Strong policy drivers to reduce carbon emissions and save energy
- A project team including staff from both facilities and procurement departments who were willing to change their normal methods and procedures
- FCP training for the project team

Further Information:

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