

OPS Developments

Welcome to the third edition of our newsletter for partners and suppliers in which we hope to give you facts and figures that keep you up-to-date with our growth and plans.

Thanks to the progress of our unlicensed specials project (see following page for further details) we have opened up our service nationally and now supply across all regions of England and Wales. By establishing our unlicensed specials service alongside the core business we have been able to offer our customers something different from a regular wholesaler.

In the last quarter our unlicensed specials services were delivered to over 150 hospital purchasing points across the whole of England and Wales, with 49 of these purchasing points in our growth regions of North West, North East, South East and Yorkshire and the Humber (See pie chart top right).

In other news one of the latest developments at the Store is the storage capacity for CD and inflammable goods. The storage area has been identified and the storage facilities ordered and with instillation and standard operational practices being finalised we will be able to stock these goods from next month.

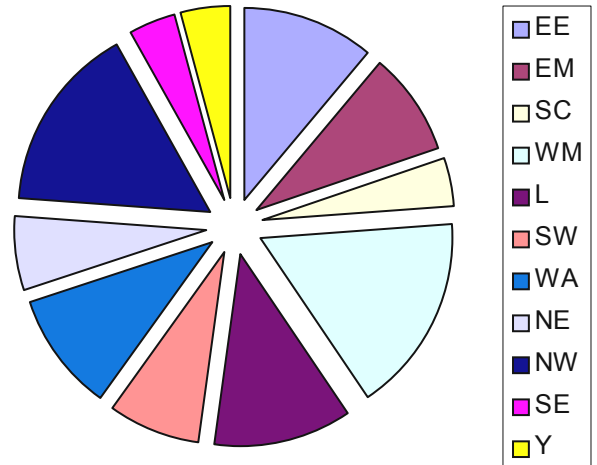
Regional Pricing

We would like to remind you that we are able to set up regional pricing in line with any regional contracts or pricing arrangements you already have in place with your customers. This ensures that your product is sold in the right place at the right price.

Why worry about setting up regional or hospital specific pricing when you can simply let us know the arrangements, deliver us the goods and we will do the rest. This can also be summarised in your monthly sales data to show you exactly where your product is going and at what price.

If you would like to discuss regional pricing more then please contact David Collinge on 01865 321086 or email: David.Collinge@obmh.nhs.uk.

Specials Regional Sales Split 2010



New customers in the last quarter*:

Hospital	Region
Bronglais General Hospital	WA
Doncaster Royal Infirmary	YH
Durham Hospital	NE
Hairmyres Hospital	SCT
Halton Hospital	NW
Prince Charles Hospital	WA
Royal Bolton Hospital	NW
St Chads Pharmacy	L
St Georges Dispensary	L
St Peters Hospital	SE
University Hospital Of Wales	WA
Warrington Hospital	NW
Wrexham Maelor Hospital	WA

*Please note these are new customers to the core business only i.e. not including the numerous new customers for the unlicensed specials service.



OPS – Meet the Team

Through our Bulletins we would like to introduce members of the OPS team. Some colleagues you will be familiar with, others are newer to OPS and our work with suppliers. In this edition we introduce you to Richard Roach, OPS Strategic Operations Manager.

Richard has been at the forefront of OPS's recent unlicensed specials project and has been involved in the overall running of the Store in recent years.

Richard comes from a background in IT having previously worked in the commercial sector. He moved into the NHS working on business development projects in our host trust, OBMH, in the finance team before taking a permanent role at OPS in early 2008. During his time with OPS Richard has progressed the growth of the business exploring different avenues and new services, seeking to improve the efficiency and capacity of the Store in support of its growth.



In the summer of 2009 Richard worked closely with Oxfordshire PCT managing their Tamiflu supply during the Swine flu pandemic. More recently he has also overseen the development of our unlicensed specials service, establishing links with NHS Manufacturing Units and commercial suppliers.

In his spare time Richard enjoys a game of badminton and is a keen gardener growing a variety of vegetables in his greenhouse including some of the world's hottest chillies.

Why not get in touch with Richard if you have an opportunity for OPS to explore? Email: Richard.Roach@obmh.nhs.uk, or phone: 01865 455909.

Unlicensed Specials Project

Our project in collaboration with NHS Pharmaceutical Manufacturing Units (PMUs) and selected commercial partners aims to support the NHS's wider objectives of reducing costs in the unlicensed supply chain whilst providing enhanced quality of care for patients through continuity of supply, informed product choice and improved clinical governance surrounding unlicensed specials. OPS role is to operate as an in house facilitator distributing unlicensed specials for NHS PMUs and private manufacturing companies in aid of its NHS customers.

Initially distributing to South Central, Central and East of England and in more recent years South West and Wales our work with NHS PMUs has seen the Store expand into South East, North East, North West and Yorkshire & Humber. In supplying new regions OPS has increased its awareness and subsequently opened up its core business to new customers offering something unique from other wholesalers and short-line stores.

We are now able to source a wide variety of unlicensed specials from our partners with the aim of becoming a central hub in the supply of unlicensed specials within the NHS. We currently work with 5 NHS PMUs in five different regions of England but we aspire to be working with at least one from each region by 2012.

Contact Us

For further information, or to add colleagues onto the mailing list for this newsletter, please contact Mark Byrne: Mark.Byrne@obmh.nhs.uk.

