

## Facts and Figures

Welcome to this, our inaugural 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.

Over the past few years we have been growing and developing our service. Our aim is to add value to the NHS supply chain for pharmaceutical products. To that end, during the summer of 2009, we were happy to establish a service for Oxfordshire PCT managing their Tamiflu supply. We also look forward to developing our unlicensed medicines service, and have developing links with NHS Manufacturing Units and commercial suppliers. This service will be available nationally.

We are delighted to be working with an increasing number of manufacturers and suppliers. We offer cost-effective distribution, a secure supply route, regular orders, distribution data and sales and marketing support. We are also able to offer flexibility to provide individual deals for individual hospitals or regions subject to existing contracts and tenders.

We enjoy an excellent relationship with our customers. For your information, here is our current top 20.

Rank	Hospital
1	John Radcliffe Hospital, Oxford
2	Heatherwood Hospital, Ascot
3	Royal Berkshire Hospital, Reading
4	Northampton General Hospital
5	Wycombe General Hospital
6	Leicester Royal Infirmary
7	Stoke Mandeville Hospital, Aylesbury
8	Walsgrave Hospital, Coventry
9	Kettering General Hospital
10	Broomfield Hospital, Chelmsford
11	Milton Keynes General Hospital
12	Norfolk & Norwich Hospital
13	Birmingham City Hospital
14	Oxfordshire & Buckinghamshire MH Trust
15	Queens Hospital, Burton on Trent
16	Royal Derby Hospital
17	Colchester General Hospital
18	Basildon Hospital
19	New Cross Hospital, Wolverhampton
20	Southend Hospital

## More Customers, More Locations

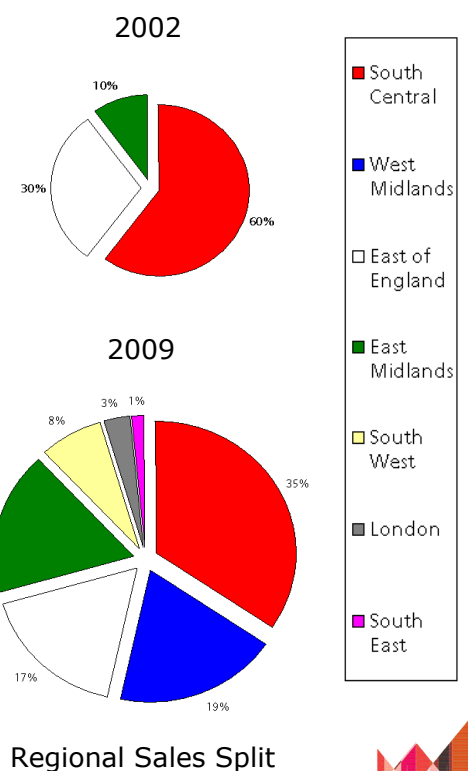
More hospitals are being supplied by us than ever before. From our home turf of South Central we expanded into West Midlands, East Midlands and much of East of England a few years ago.

Over the past 12-18 months the biggest growth area has been in the South West. Following on from early success in the region we are now able to offer the full OPS service to all customers in the South West region, regularly supplying 19 purchasing points. We are now poised to achieve similar results in Wales.

New customers in 2009 included:

- Gloucestershire Royal Hospital
- Dorset County Hospital
- Royal Devon & Exeter Hospital
- Neath Port Talbot Hospital

With our regional growth we are able to provide suppliers with access to more customers. The positive reception we receive with new customers, gives suppliers confidence in us as a partner in the supply chain. During 2010 we expect to offer a selected range of products nationally.



## ***OPS – Meet the Team***

Through our Bulletins we would like to introduce members of the OPS. Some colleagues you will be familiar with, others are newer to OPS and our work with suppliers. In this first edition, we introduce you to one of our longest established members of staff, instrumental to the setting up and continued growth of Oxford Pharmacy Store: David Collinge.

David will be a familiar face to many of you. As Commercial Development Manager he builds and maintains links with both suppliers and customers, seeks out new opportunities for business and attends numerous meetings and events.

David is a pharmacist by background and participates in our host Trust's on-call rota – one of the ways he keeps in touch professionally with the role of the pharmacist. He is our product specialist with his years of knowledge and experience working with hospitals and suppliers, he is best placed to know which opportunities are likely to be 'win-win-win' – good for customers on price and accessibility, good for the Store's portfolio, and good for suppliers (offering single delivery point, regular orders, prompt payment).

In his spare time David enjoys playing with his grandchildren and trips to the theatre.

Why not get in touch and come and see David in person? Email: [David.Collinge@obmh.nhs.uk](mailto:David.Collinge@obmh.nhs.uk), or phone: 01865 321086.



## ***Name OPS on your Tenders***

We would like to encourage you to put in a Stores offer when tendering for NHS Commercial Medicines Unit—formerly PaSA—contracts, or to name us as a distributor when tendering for Welsh Supplies contracts. For NHS CMU tenders, you can put in a Stores offer alongside other offers to run through alternative distribution routes or distribution direct.

We would be happy to discuss our distribution costs in advance to enable realistic prices to be tendered. We can accommodate a handling fee arrangement or upfront discount –whichever costing model works for you. In some cases this could lead to a Stores price being tendered which is different from direct only or wholesaler delivery.

We believe it is helpful to customers to be able to take account of all costs at the adjudication stage, so that they are aware of the prices they would be charged for products running through the Store.

We are also keen to ensure that we comply with contracts. It is therefore essential that when we are distributing contract lines we are made aware of any price variations according to region. We can set up our selling prices at an individual hospital level, regional buying group level, or a single price for all, so we can take account of different contracts running in different parts of England and Wales.

## ***Contact Us***

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

