

Learning from an ePMA procurement exercise

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Time line

- Project initiation – June'12
- OBS development – June'13 – Feb'14
- PQQ issued – Jan 2014
 - Restricted to NHS catalogue suppliers
- Award of “tech fund” – In parallel
- Evaluation – March 2014
 - No supplier met all the essential criteria
 - Couldn't really distinguish who was “best” for desirable criteria
- Next steps – integrated PMS vs stand alone ePMA



General points

- Few reference sites across the UK
- Few systems available
- Be clear of the drivers
 - Safety, finance, operational benefits
- Clarity of the overall scope of the project
 - ePMA vs MM system
 - Integration vs interfacing
 - e.g. Paeds, Critical care, theatres, OPD etc



General points

- What do you need from day 1
 - Road map of development!!!!
- Pressure introduced by the “tech fund”
 - Supplier capacity
- Closed vs open dialogue process



Project group

- Define membership at outset and get buy in immediately.
- Stability of group membership.
- Size of wider reference / consultation group.
- Maintain momentum during periods of low activity



Specification

GET IT RIGHT

- Realistic / achievable vs inspirational
 - What do you need from day 1
- Development of OBS when not sure what is actually deliverable / available



Evaluation

- Closed vs open dialogue process
 - Speed vs developmental
- Scoring system
 - Can it actually distinguish between systems
 - Define very carefully what is *really* essential
 - Weighting of criteria (dilution of having too many)



Top 3 Points

- Be clear of your vision / priorities
 - What are your must haves
 - Get the OBS right
- Maintain focus / momentum of project group
- Process for evaluation
 - Must be able to distinguish between suppliers

