

West Midlands Procurement Network - Case Study

BACKGROUND



West Midlands Imaging Network's priorities include improvements to procurement and harmonising commercial contracts to ensure equity across the region for imaging services. The North Midlands and Black Country Procurement Group, supported by BSOL and the wider West Midlands Procurement network have reviewed costs, negotiated better terms and conditions for provider's contracts, and thus far, have made significant savings in the field of teleradiology and mobile scanners. This initiative is part of a broader effort to streamline imaging services and ensure equitable access across our region.

BENEFITS



Outsourcing costs in 24/25 exceeding £23.4m



£606,000 realised savings for these two projects in FY25/26



£2.6m currently negotiated across these projects for FY 26/27



Cost savings

This work will enable us to identify and validate saving opportunities through contract renegotiations.



Improve transparency

This programme will enhance transparency of supplier rates and improve collaboration across Trusts and suppliers.



Joint Procurement

This programme will support tactical and strategic procurement decisions for teleradiology and other contracts across our imaging landscape

CHALLENGES



Engagement - Trust engagement has varied during the programme, impacting the pace of data collection and decision-making. This reflects competing local priorities and pressures

Data sharing - Fragmented data ownership, lack of standardised data reporting and delays in receiving key documents. Data governance has also been a challenge cross network

Demand management - Limited visibility of demand drivers in aligning a unified demand forecasting model



Early engagement with providers is critical for data completeness

Contract visibility and invoice audits can unlock significant savings.

Individual savings vary widely by Trust and must be assessed contextually

A joint procurement venture for teleradiology across a network requires specialist input

NEXT STEPS

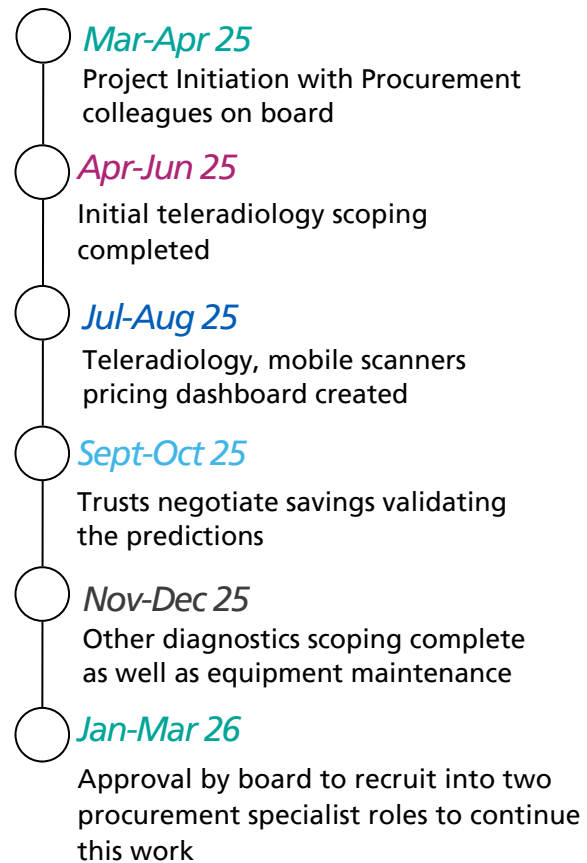


- 1 **Completion of the provider organisation's individual contract negotiations**
- 2 **Formalisation of the Memorandum of Understanding (MoU) across all participating Trusts**
- 3 **Commencement of a region-wide strategic procurement exercise for teleradiology**
- 4 **Transition from a localised contracting to a coordinated regional approach**
- 5 **Identification of cost saving opportunities across the broader diagnostic pathway**

IMPLEMENTATION



- Initiated data collection across Trusts for mobile scanner mapping
- Supported contract renegotiations and supplier transitions
- Engaged with Trust leads to validate invoice discrepancies
- Facilitated discussions on strategic procurement pathways



WITH THANKS TO:
 THE NMBC AND BSOL PROCUREMENT GROUPS,
 AND THE WIDER WEST MIDLANDS PROCUREMENT NETWORK

FOR MORE INFORMATION ABOUT THIS CASE STUDY OR ABOUT THE NETWORK PLEASE CONTACT:
DGFT.WMIMAGINGNETWORK@NHS.NET
[HTTPS://WMIDSIMAGINGNETWORK.NHS.UK/](https://wmidsimagingnetwork.nhs.uk/)