

Private Sector Partnering Opportunities with the NHS

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Why does the NHS need partners?

Investment/requirement
for capital

Expertise

Additional
resources/capacity

Contractual Joint Venture

NHS Trusts and NHS Foundation Trusts



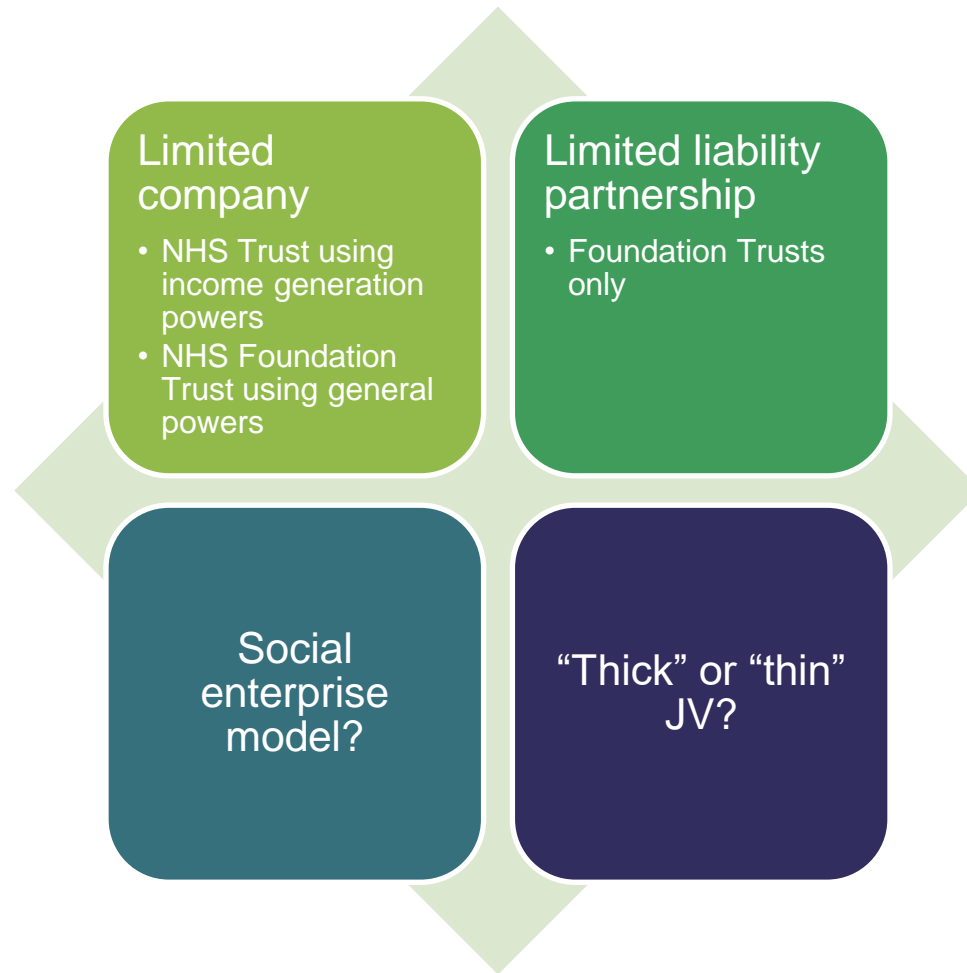
Typically up to 15 years



No standard form contract

- Responsibilities and obligations – each party
- What will the NHS do?
- Any exclusivity/guaranteed services?
- 50/50 or some other arrangement?

Corporate Joint Venture



Service Provider/Service Contracts

CCS standard model terms and conditions (trimmed as needed)

“Old” NHS terms and conditions

NHS Standard Contract for goods and services with IT conditions e.g. SAAS conditions

Frameworks: CCS, HTE, SBS, LPP

Governance Issues

Business case approval to the partnership

NHS Trust participation in a JV

Foundation Trust participation in a JV

Other Key Considerations

Soft Market Testing

- Knowledge
- Relationships

Procurement

- Of JV partner
- Of service provider
- As part of the JV's role
- Delivering for other Trusts

TUPE and pensions?

- IT roles
- Admin roles



Bevan Brittan

Lawyers for the public,
private and third sectors

Any questions?

