

Consultancy Services for NHS Contract Negotiations Between Commissioners and Providers

As a consultancy firm with extensive public sector experience, we are well-positioned to support NHS organisations in navigating the complexities of negotiations between commissioners and providers, ensuring compliance with the latest NHS guidelines, promotion of financial sustainability, and enhance collaborative partnerships.

Financial Analysis and Planning

Effective contract negotiations require a thorough understanding of financial implications and strategic planning.

We conduct detailed analyses of current financial positions to inform contract discussions, ensuring that agreements are financially viable and align with organisational objectives.

Our team assesses the financial impacts of proposed contract terms, facilitating informed decision-making and promoting value for money.

We develop projections to anticipate future financial scenarios, assisting organisations in planning for long-term sustainability.

Regulatory Compliance and Guidance Interpretation

Navigating the latest NHS guidelines is crucial for successful contract negotiations.

We interpret recent NHS publications, such as the "Revenue Finance and Contracting Guidance for 2025/26," to ensure that contract terms comply with current standards.

Facilitation of Collaborative Arrangements

Promoting effective collaboration between commissioners and providers is essential for optimal service delivery.

We assist in establishing contractual joint ventures, enabling multiple providers to collaborate effectively while maintaining compliance with NHS guidelines.

Our team guides organisations in adopting lead provider models, where one entity holds the contract and subcontracts to others, ensuring clear governance and accountability.

We develop robust governance structures to oversee collaborative arrangements, ensuring clarity in roles, responsibilities, and decision-making processes.

Risk Management and Mitigation

Identifying and mitigating risks associated with contract negotiations is vital and we can support to:

- evaluate potential financial and operational risks in proposed contracts, providing strategies to mitigate identified issues.
- Develop plans to address unforeseen challenges during contract implementation, ensuring continuity of services.
- establish mechanisms to monitor contract performance, enabling timely interventions to address deviations from agreed terms.

Training and Capacity Building

Empowering organisations with the necessary skills and knowledge is crucial for successful contract negotiations and we can:

- conduct training sessions on effective negotiation strategies, financial management, and compliance requirements.
- create tailored materials to support learning and development in contract management.
- provide advisory services to address emerging challenges and support decision-making.