

*Protecting your
financial position*

Contract negotiation

*“Integrated
commissioning will
become more important
in the future”*

Crunch time for contracting.

“ The current
system of
commissioning and
providing healthcare
is evolving in
response to growing
financial and
operational
pressures. ”

CONTRACTING ISSUES

Financial pressures, unresolved contract disputes, block contract performances in excess of target? An avalanche of data but not enough resource to resolve the issues?

This may sound familiar to you.

THE COMMISSIONING AND FINANCE PARTNERSHIP

Contract performance and financial performance go hand in hand, but in the current operating environment the links are even stronger due to CQUIN and QIPP initiatives. Finance must ensure that commissioners have the tools they need to negotiate with confidence and mitigate risk; financial modelling required to understand the “best fit” is often onerous and complex.

Does the requirement to work together with the CCG’s and other partners to deliver the shared commitments seem difficult and time consuming?

Do you have the resources to monitor the financial and activity situations during the year? Can you identify significant issues and be able to take the necessary action if you lose members of your team?

Have you considered alternative forms of contracting, including capitated budgets or outcomes-based commissioning?

Are you confident that the activity commissioned is sufficient to meet NHS constitutional standards?

Do you have appropriate incentives in place across the contracting portfolio to leverage the strategic changes required?

HOW FOURSIGHT CAN HELP YOU

With over 15 years' experience working with the NHS we are the right people at the right time. We have helped both commissioners and providers to deliver financial balance.

We also have a wealth of direct experience in commissioning finance, including:

- supporting and conducting contract negotiations;
- identification of the financial issues arising from changes to contracts; and
- ensuring appropriate links are established between finance and performance data.

OUR APPROACH ADDS VALUE

If your contract process could do with additional support to achieve financial stability, we at FourSight can help.

CONTACT US

Should you require additional support or wish to discuss other ways in which FourSight could support your organisation, then please do not hesitate to contact either Michael Smith, Director
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To read more about us visit our website at www.foursightconsultants.com

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