



HC Skills Professional Qualification  
in  
Clinical Procurement

Healthcare Skills International

# QUALIFICATION PROSPECTUS



The integrity of industry standards is the future of patient safety.



# HC Skills International Professional Qualification in Clinical Procurement

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## Contents

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Course Programme  
Faculty Bibliography  
Course Syllabus  
Training Partners  
Venues  
How we work with EduQual  
Qualification Level Descriptor

# Professional Qualification in Clinical Procurement

## Thorpe Park Hotel, Leeds

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### PROGRAMME

### DAY ONE

#### Registration

08:00 – 08:15

#### Welcome and Course Introduction

*Senior Procurement Professional, Industry*

08:15 – 08:45

### SESSION ONE

#### Legal Framework

#### Legal Principles Impacting the Role of the Sales Professional

Healthcare Compliance, Bribery Act, Duty of Care, Code of Practice

*Senior Solicitor*

08:45 – 09:45

#### Today's Healthcare Industry

#### What Customers Want

Influencing factors in Hospital Procurement

*Consultant Surgeon*

09:45 – 10:45

### COFFEE

10:45 – 11:00

#### The Changing Face of UK Hospital Procurement

#### The Operating Model

- Role of Hospital Procurement
- Role of SCCL and Towers

*Senior Procurement Professional*

11:00 - 12:00

### LUNCH

12:00 – 12:45

### SESSION TWO

#### Hospital Purchasing Procedures

#### The NHS Capital Process

*Senior Procurement Professional*

12:45 – 13:15



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## Thorpe Park Hotel, Leeds

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<b>EU and Trust Procurement Rules</b> Eu Procurement Rules Tenders. SFI's <i>Senior Procurement Professional</i>	13:15 – 14:15
<b>Industry in The Hospital Environment</b> <b>Medical Device Regulations</b> Responsible Selling - Managing the Risk “Why” hospital shouldn't buy a medical device without Company support <i>Senior Industry Professional</i>	14:15 – 14:45
<b>Scan – 4 – Safety and You</b> What is it? Why is it important? <i>Senior Procurement Professional</i>	14:45 – 15:30
<b>Risk Management – Procurement and Compliance</b>	15:30 – 16:00
<b>Practical Discussions and Coffee</b>	16:00 – 17:15
<b>Commercial Best Practice – Open Forum</b> Practical Sessions: <ul style="list-style-type: none"><li>▪ Explore the factors involved in a competitive contract and how to keep the process momentum and maintain good working relationships</li><li>▪ Establishing agreement from all stakeholders to introduce a new product including the clinical team support strategy</li><li>▪ Explore all possible routes that can be used to contract/sell in the modern NHS procurement environment</li><li>▪ Within Clinical Procurement environment investigate potential new business opportunities</li></ul>	



# Professional Qualification in Clinical Procurement

## Thorpe Park Hotel, Leeds

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### Assessment Brief and Course

17:15 – 17:30

As a Professional Qualification, there are three key elements to be assessed:

- Technical Knowledge
- Specialist Skill
- Reflective Practice

This qualification will be assessed through four separate activities:

- Candidates will complete a written assessment relevant to the procurement landscape
- Candidates will complete a multiple-choice questionnaire (MCQ) covering all aspects of the taught programme
- Candidates will complete a Risk Management Exercise regarding activity in the Healthcare Commercial Sector

The Faculty for the course is drawn from our extensive panel of participating industry and healthcare professionals who have the defining knowledge and experience. All Faculty members are professionally qualified to deliver qualifications from the Government Awarding Body.

**Exam:** To be completed online within 12 days post course



# Professional Qualification in Clinical Procurement

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## Course Costs

£850 (plus VAT) per delegate

## Register

If you would like to be registered for a place on this course please email;

[jane@healthcareskills.com](mailto:jane@healthcareskills.com)



## FACULTY BIOGRAPHY

### Chief Executive

### Diane Irvine

With more than 35 years experience in the healthcare medical devices industry, Diane worked for major multinationals whose products became market leaders in the UK and worldwide through technical innovation. Since 1989, Diane has focused on new surgical technologies and development of the required training courses for surgeons and clinical teams to support advances in surgical technique. HC Skills International Ltd. is a licensed international EduQual Training Centre delivering professional healthcare qualifications that are internationally recognised.

### Internal Verified

### Anne Rhodes RGN, BSc, sPG, PG Dip

Anne's career spans over 30 years in the perioperative field. She has held the positions of Lead Nurse for Theatres, and Day Surgery and in Education as a Professional and Practice Development Sister within the largest Health Board in Europe. She has also been involved over many years in heightening perioperative staffs' awareness of latex allergy within the perioperative environment through development of protocols, policies and publications. She is also involved in developing and implementing bespoke training courses for several high profile Medical Companies.

### Gilson Gray Partner

### Graham Millar

During my 20 year career, I have spent 2 periods working in-house, one for over 2 years within RBS Insurance and also an 18 month secondment at the Forestry Commission, dealing with various regulatory issues involving vicarious liability and also procurement.

I have been involved in the designing and delivery of various legal and management training with a number of clients and Law Society of Scotland authorised training providers. I regularly speak at a variety of conferences and always try to focus on real life examples.

I currently work very closely with the Road Haulage Association and the Scottish Council for Independent Schools and previously have assisted a number of other trade associations including the National Pharmaceutical Association and Scottish Building and provide helpline advice to members of the various associations, as well as training for their members and keeping them updated with developments in the law through articles or updates.

I regularly appear in tribunals across both Scotland and England.

### JACQUELINE GOLDBERG

Jacqui worked for the NHS for 34 years, initially as a nursing auxiliary, and for the last 21 as a Consultant Surgeon. She was the first Colorectal - trained surgeon appointed to her area, which had high levels of deprivation. She retained a pragmatic and cost - efficient approach to healthcare, expanding much-needed lower GI services by training nurses in extended roles. She initiated training of nurse-colonoscopists in her region, which led to a new service of 'direct-to-test' GP referrals being established to check for bowel cancer. The role of Colorectal Nurse Specialist was also developed to support patients and staff and improve standards of bowel disease detection and treatment. She secured a full salary for the first Colorectal Nurse Specialist in her region from the medical device industry, which was key to timely success (recognition of the role followed two years later, when three posts became funded by the NHS), and so began an interest in the industry that supports healthcare. Subsequently, when her ageing hospital premises moved into a new PFI build, she once again became involved with medical device companies when she oversaw tendering for theatre lights and endoscopy. Jacki has been teaching device representatives on Healthcare Skills courses since 2000.

### GEORGE ANDERSON

George Anderson is Senior Category Manager at Leeds Teaching Hospitals NHS Trust


### Gilson Gray Partner

### Derek Hamill

Derek Hamill is a dual-qualified solicitor, registered in both England and Scotland. He holds an LLM (Legal Masters) and is an accredited professional trainer. Derek is head of the corporate team in Gilson Gray LLP, a new law firm that launched on 1st May 2014. This was the biggest new law firm (in terms of number of partners and staff) for the last 100 years, and was formed by various sector experts and heads of departments from some of the biggest firms in the UK.

Derek has been a partner in various law firms for over 14 years, specialising in company and contract work, and previously worked in-house for the legal department of a multi-national defence company. He has particular expertise in the IP and contract issues associated with the manufacturing of regulated products.





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# HEALTHCARE SKILLS INTERNATIONAL QUALIFICATION SYLLABUS

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# Syllabus

## Professional Qualification in Clinical Procurement

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This course is delivered by qualified Procurement and healthcare industry professionals. The focus is to provide the knowledge and skills relevant to the management of sales processes and approaches to Procurement in healthcare. This qualification identifies competencies that will result in a strategy for a successful sales approach. The procurement process for all contracts, tenders, and purchases is identified and explored to support good business outcomes.

### Objectives

The objective of the Professional Qualification in Principles of Clinical Procurement, is to explore the structure and strategy required for commercial success with your company's product portfolio. To know and understand the procurement process and to identify approach which matches the hospital procurement cycle.

### The outcome of the course is to enable the participants to:

- Know and understand the purchasing environment of the NHS and Private Sector
- Understand the current Procurement cycle in the NHS and Private Sector
- Understand the restrictions, processes and initiatives that hospital procurement personnel are benchmarked against
- Promote, market and support your company product portfolio in line with the purchasing systems of the hospital
- Promote how your company improves patient outcomes and develop a planned approach underpinned by the way hospitals want to buy.

### A variety of approaches are used to support the course outcomes.

These are:

- Online Pre-course reference materials
- Lectures, group activities and discussions
- Online Assessment and Appraisal

The variety is important. The linkages between them are crucial and cannot be over-emphasised.

### On completion of the course you will be able to:

- **DEFINE:** The role of procurement and the responsibilities of those involved. Identify key processes and terms of engagement for all levels of purchasing. The legal and contractual processes and activities pertinent to your role
- **STATE:** The key components of the procurement cycle; the differing types of supply pathways and buying structures; key procurement terms; the legal and regulatory factors impacting on the procurement professional's role.
- **PLAN:** An approach to the promotion of products, aligned with the way in which hospitals are able to buy.



## Those who have completed our courses include:

- Practicing medics (surgeons, physicians, all medical practitioners)
- Pharmacists
- Nurses
- Medical Device company representatives
- Pharmaceutical company representatives
- Regulatory personnel in companies that manufacture, sell or place medical devices on the market

## The outcomes for those who successfully complete them are:

- An understanding of what constitutes best practice and key skills in a clinical environment
- A firm grasp of legal obligations in hospital and clinical settings
- An ability to assimilate the expectations of members of the clinical team
- The acquisition of skills that will help to improve training approaches and skills to maximise clinical output
- An understanding of detailed regulatory requirements and implications of medical device legislation
- The potential to develop their skill sets to a level of medical device formal/corporate sign-off
- An understanding of obligations relating to the sale of and correct patient use of medical devices and required reporting/record-taking

**“Healthcare Skills International ensure that the highest ethical, legal and teaching standards are maintained through the delivery of our professional qualification programmes”**

Clinical Lead for Healthcare Skills International

All those who take part in our courses are able to legitimately demonstrate a level of competence that meets all relevant professional requirements reflecting the national qualifications framework.

## Healthcare Skills provide the following qualifications framework that is defined by national standards and meets all relevant requirements and registration systems:

- Post-graduate Diploma in Computer Assisted Surgery
- Post-graduate Diploma in Clinical Education
- Orthopaedic Healthcare Industry Professional Diploma
- Media engagement for healthcare professionals – Certificate and Diploma
- Suite of medical device regulatory and medical device commercial qualifications – Certificate and Diploma
- Advanced Professional Award in Hospital Procurement
- Hospital Access/Theatre (OR) Skills – Professional Award
- Pharmaceutical Ethics – Certificate and Diploma



# HEALTHCARE SKILLS INTERNATIONAL ARE PROUD TO BE IN PARTNERSHIP WITH:

Cochlear UK & Europe	
Computer Assisted Orthopaedic Surgery (CAOS, BOA)	Barema
University of Madrid (Fannin, Medical Device Regulations)	Developed Edge

## OUR TRAINING VENUES

**GOLDEN JUBILEE NATIONAL HOSPITAL,**  
National Waiting Times Centre Board,  
Golden Jubilee National Hospital,  
Beardmore Street,  
Clydebank,  
G81 4SA,  
UK.

**HOSPITAL NISA PARDO DE ARAVACA,**  
La Salle, 12,  
28023 Madrid,  
Spain.

**HOSPITAL NISA 9 DE OCTUBRE,**  
Valle de la Ballestera 59,  
46015 Valencia,  
Spain.

**NISA SEVILLA ALJARAFE HOSPITAL,**  
Avda. Plácido Fernández Viagas,  
s/n 41950 Castilleja de la Cuesta  
Sevilla,  
Spain.

**LEITER HOTELLERIE,**  
Spital und Gesundheitszentrum SANITAS,  
Grütstrasse 60,  
8802 Kilchberg,  
Switzerland.

**ADDENBROOKE'S HOSPITAL**  
Cambridge University Hospitals,  
Hills Road,  
Cambridge,  
CB2 0QQ.

**LA SALLE CENTRO UNIVERSITARIO**  
C/ La Salle, 10,  
28023 Madrid,  
Spain.



# HOW DO HEALTHCARE SKILLS INTERNATIONAL WORK WITH EDUQUAL?

Healthcare Skills International is an approved audited education centre, delivering a range of professional, competence-based qualifications awarded by eduQual.

## Why do Healthcare Skills work with eduQual?

### 1. Professional Healthcare Skills qualifications developed with employers.

eduQual work with the relevant sector skills bodies and industry professionals to ensure that the qualifications they offer meet the needs of employers and provide the latest industry thinking.

### 2. Guaranteed and reliable quality

eduQual is underpinned by a commitment to meeting the highest standards of quality. Qualifications are developed in line with the standards specified on the Qualifications and Credit framework (QCF) produced by the UK's national qualifications regulator ofqual.

### 3. Delivering 'fit for purpose' ready certified professionals.

Completing an eduQual professional qualification with Healthcare Skills means you are ready to enter the workplace. Each candidate is certified by eduQual as having demonstrated that they have the skills they need to operate effectively in their chosen industry.

With eduQual qualifications delivered by Healthcare Skills, corporations' representatives can provide externally validated evidence of competence to demonstrate, teach, support and promote their products.

eduQual is a UK awarding organisation which develops and accredits qualifications designed to meet the needs of learners and industry sectors and to provide individuals with opportunities for personal and professional development.

eduQual qualifications are based on the National Qualification Framework which consists of Awards, Certificates and Diplomas following levels set by ofqual, the regulator for qualifications in England.

**“Working with eduQual has been a great success. Through eduQual, Healthcare Skills are able to deliver professional qualifications based on professional standards. There are many training courses available for business professionals; the advantage of eduQual courses is that learners achieve professional qualifications”**

Diane Irvine, CEO, Healthcare Skills



Qualification Level	Award 10-120 Hours	Certificate 130 - 360 Hours	Diploma 370 - 900 Hours	Extended Diploma →900 Hours	Level Descriptors
7	Postgraduate Award	Postgraduate Certificate	Postgraduate Diploma	Extended Postgraduate Diploma	Achievement at level 7 reflects the ability to reformulate and use relevant understanding, methodologies and approaches to address problematic situations that involve many interacting factors. It includes taking responsibility for planning and developing courses of action that initiate or underpin substantial change or development, as well as exercising broad autonomy and judgment. It also reflects an understanding of relevant theoretical and methodological perspectives, and how they affect their area of study or work.
6	Graduate Award	Graduate Certificate	Graduate Diploma	Extended Graduate Diploma	Achievement at level 6 reflect the ability to refine and use relevant understanding, methods and skills to address complex problems that have limited definition. It includes taking responsibility for planning and developing courses of action that are able to underpin substantial change or development as well as exercising broad autonomy and judgment. It also reflects an understanding of different perspectives, approaches or schools of thought and the theories that underpin them.
5	Advanced Professional Award	Advanced Professional Certificate	Advanced Professional Diploma	Extended Advanced Professional Diploma	Achievement at level 5 reflects the ability to identify and use relevant understanding, methods and skills to address broadly-defined, complex problems. It includes taking responsibility for planning and developing courses of action as well as exercising autonomy and judgment within broad parameters. It also reflects understanding of different perspectives, approaches or schools of thought and the reasoning behind them.
4	Professional Award	Professional Certificate	Professional Diploma	Extended Professional Diploma	Achievement at level 4 reflects the ability to identify and use relevant understanding, methods and skills to address problems that are well defined but complex and non-routine. It includes taking responsibility for overall courses of action as well as exercising autonomy and judgment within fairly broad parameters. It also reflects understanding of different perspectives or approaches within an area of study or work.
3	Advanced Award	Advanced Certificate	Advanced Diploma	Extended Advanced Diploma	Achievement at level 3 reflects that ability to identify and use relevant understanding, methods and skills to complete tasks and address problems that, while well defined, have a measure of complexity. It includes taking responsibility for initiating and completing tasks and procedures as well as exercising autonomy and judgment within limited parameters. It also reflects awareness of different perspectives or approaches within an area of study or work.
2	Intermediate Award	Intermediate Certificate	Intermediate Diploma	Extended Intermediate Diploma	Achievement at level 2 reflects the ability to select and use relevant knowledge ideas, skills and procedures to complete well-defined tasks and address straightforward problems. It includes taking responsibility for completing tasks and procedures and exercising autonomy and judgment subject to overall direction or guidance.
1	Foundation Award	Foundation Certificate	Foundation Diploma	Extended Foundation Diploma	Achievement at level 1 reflects the ability to use relevant knowledge, skills and procedures to complete routine tasks. It includes responsibility for completing tasks and procedures subject to direction or guidance.
Entry	Entry Award	Entry Certificate	Entry Diploma	Extended Entry Diploma	Achievement at Entry level reflects progress towards making use of skills, knowledge and understanding (i) that relate to the immediate environment, or (ii) to carry out simple familiar tasks and activities with guidance, or (iii) to carry out structured tasks and activities with guidance.



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[www.healthcareskills.com](http://www.healthcareskills.com)