Scottish Ambulance Service
Air Ambulance Re-Procurement Update

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Introduction

• Background

• Air Ambulance Key Project Objectives

• Air Ambulance Re-Procurement steps so far:
  – Consultation & Engagement
  – Clinical User Forum Sub Group
  – Demand Analysis Sub Group
  – Procurement & Tender Specification

• Emerging Requirements

• Issues

• Next Steps & Timeline
Background

• Scotland is home to the only publicly-funded air ambulance service in the UK

• Fleet of 4 aircraft: 2 fixed wing and 2 helicopter

• Fleet contracted out to private company

• Undertakes over 4,000 missions per annum

• In 2008/9 actual demand was 16% above predicted demand and in 2009/10 actual demand exceeded predicted demand by 11.4%.

• Seven year contract commenced with Gama Aviation Ltd on 1st April 2006 and contract expires 31 March 2013

• Annual budget circa £12 million
Key Project Objectives

- To continue to meet the needs of patients and clinicians within the geographic area covered by NHS Scotland

- To provide the most appropriate response for the clinical need of our patients

- To ensure robust Performance Management processes within the contract ensuring that Key Performance Indicators (KPIs) are fit for purpose and widely understood.

- To continue to provide a value for money service

- To ensure that air ambulances and road ambulances offer comparable facilities in terms of clinical environment, space and equipment.

- To ensure appropriate conditions for patients and staff that comply with current Health and Safety Regulations, including infection control requirements.

- To seek flexible contractual arrangements that are responsive to changing models of health care delivery.
Steps so far (Consultation & Engagement)

- Phase I of consultation ran from October 2009 to April 2010. We asked our patients, members of the public, NHS partners and other organisations across Scotland to share their views and experience of air ambulance.

- Phase II of consultation ran from May to July 2010. Phase II gave further opportunity to submit feedback and a chance to sense-check the information received during Phase I as well as feedback from aircrew staff.

- Phase III of consultation took place throughout November 2010. Phase III involved circulating the final consultation analysis matrix to all stakeholders and those who have taken the time to comment thus far to give them one further opportunity to submit feedback.
Steps so far (Clinical User Forum)

- Multi disciplinary membership from across clinical specialities in NHS Scotland including, Scottish Government and Specialist Retrieval Services

- Research paramedic has undertaken research into air ambulance operations across the world

- Developed a clinical user Specification to feed into tender Specification

- Signed off by the Project Board in Oct 10 revision was signed off at March 11 mtg
Steps so far (Demand Analysis)

- Reviewed historical activity and trends down to NHS Board level, hour of day etc.

- Reviewed with all NHS Boards and Specialist Retrieval Services demand assumptions and likely influences on future demand predictions.

- Considered known influences although unable to quantify at this time the likely demand impacts.

- Demand paper/assumptions (version 7) re circulated to NHS Boards for final comment by 3rd Dec 10 and has been agreed.

- Video conference/meetings held with top five (NHS) users of air ambulance.
Steps so far (Procurement & Tender Specification)

- Sourcing strategy produced and signed off by the Project Board.
- Draft Specification produced and signed off in March 11.
- OJEU notice circulated.
- Pre-Qualification Questionnaire process complete.
- Invitation to Participate in Dialogue being developed.
- Evaluation methodology being developed.
Emerging Requirements

Key Themes from Feedback:

- Review base locations of fleet
- Provision for flying in difficult conditions
- Clearer clinical prioritisation of response times
- Ensure monitoring of response times is clinically appropriate
- Help build greater community resilience
- Increase distance travelled without re-fuelling
- Increase space on aircraft for certain types of cases
- Ensure national standards in place with local flexibility
- Explore opportunities for partnership with other service providers
Issues

- **Demand Assumptions:**

  Is this demand analysis paper realistic and if so do we base the new contract on optimistic, pessimistic or realistic future growth? Is there anything which would change the assumptions?

- **Managing Expectations:**

  Are we able to meet public expectations?
  Are we able to meet NHS Clinician/Board expectations?

- **Future funding (risk sharing):**

  Are we likely to be able to fund the above expectations should new contract exceed existing funding allocations?
  Is financial risk sharing with NHS Boards an option?
Next Steps

• Complete Invitation to Participate in Dialogue
• Complete evaluation methodology
• Arrange bidders open day
Timeline of events

2010

Nov 2010
Consultation documents produced

2011

2012

Feb 2012
Announcement of successful bid

2013

Apr 2013
Contract for air ambulance 2013 – 2020 commences

Sep 2010 – Jan 2012
Next stage of procurement process including finalising tender specification, market response and award of contract
Open Forum & Questions?

THANK YOU!