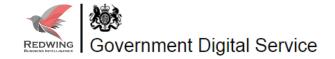# G-Cloud for the NHS

For a long time, the NHS has needed a set of simple and legally compliant frameworks that enable Trusts to buy services more quickly and much more efficiently than traditional procurement methods.

The framework now exists, and it's called G-Cloud. Here's a quote from the Cabinet Office:

> "**Purchases through the cloud should be the first option considered by public sector buyers** of IT products and services . . .
>
> In future, when procuring new or existing services, public sector organisations should consider and fully evaluate potential cloud solutions first – before they consider any other option. This approach is mandated to central government and strongly recommended to the wider public sector [including the NHS]. Departments will remain free to choose an alternative to the cloud if they can demonstrate that it offers better value for money."

Using G-Cloud first is *strongly recommended* by central government to all public bodies that are carrying out systems and services procurements. It is often termed a 'pay as you go' approach to buying IT in the public sector and is seen as a way to reduce IT costs for buyers. Think of it this way: instead of paying to buy a vehicle outright plus paying for associated running costs, G-Cloud means a fixed charge per mile - like a taxi. It's a service, not a capital expenditure.

G-Cloud refers to the overall framework. The Digital Marketplace is the catalogue of services.

How can the NHS use G-Cloud?

Hundreds of NHS organisations are already using G-Cloud to meet their ICT needs. The frameworks are already established through an OJEU under the Open Procedure and are already fully completely compliant with The Public Contracts Regulations 2006. This means that suppliers have *already* been through a rigorous process to ensure their credibility and suitability to provide solutions to the public sector. Removing the OJEU process results in a far less arduous and expensive process to get what you need. There's no OJEU with G-Cloud.

How is it so efficient and effective?

The G-Cloud allows the public sector to buy cloud-based digital services off the shelf, avoiding lock-in to expensive contracts with single suppliers, and encouraging cost-effective, innovative and flexible solutions.

It also provides economies of scale and delivers systems and services that are responsive to demand in order to support government strategies. G-Cloud allows procurement in a way that encourages an innovative marketplace where SMEs like REDWING can compete and offer their services directly alongside the big players.

The benefits of G-Cloud include:

- quicker and cheaper to use
- largest range of suppliers compared to any other framework
- it is re-tendered regularly, so contains the latest services and suppliers
- no hidden charges as prices, terms and services are provided up front
- services are often available to try for free or at negligible cost
- you can talk to suppliers
- there is no 'lock-in' – all services state up-front how you get in and out
- there is no need for an OJEU, ITT or contract negotiations

What does Redwing offer on the G-Cloud?

REDWING is listed in the Digital Marketplace under the Software-as-a-Service category.

We offer **Raven,** the Rapid Analysis of Events service, that gives Trusts the ability to 'know how we're doing' by analysing Incidents and other events. From this you can get **improved patient safety.**

We offer **Oriole**, Operating Room Intelligence. This provides the Key Performance Indicators needed to improve Theatre Suite efficiency, and offers the potential to **improve patient care** *and* **save significant expenditures**.

Do I still need a business case?

G-Cloud makes it really easy to find and procure services but it does not change the fundamentals that a service needs to be procured for valid business reasons. G-Cloud does change way services are delivered - Software-as-a-Service - and thus investment case is different from the traditional one-off software purchase with associated ongoing infrastructure and support costs.

One major thing that G-Cloud *does* change is the order the things are done. As G-Cloud services are listed in the Digital Marketplace together with their full details and price – you do not have to wait until the very end of the process to get an idea of costs.

Therefore it's best to just look at **Oriole** or **Raven** in the Cloud Store and then write the business case as required.

Is there a downside?

If you've always had to go through the OJEU process, the biggest problem with the G-Cloud is that it may seem too good to be true. However, there really are few limitations.

The most prominent limitation is that using the G-cloud relies on being flexible and adept at managing change. It is very different to any other procurement process and therefore has to be approached with an open mind.

As the Digital Marketplace comprises of commodity solutions, the way to approach G-Cloud is to take a pragmatic approach and use it to find the solution is the closest fits the requirements that you have. With over 7,000 services on G-Cloud, it's very likely one meets most of your needs.

One great thing about G-Cloud is that **you can talk to suppliers as much as you want** to in order to find out if and how their service meets your requirements. To keep costs down and to provide a replicable service to all customers, **the price is always fixed**. We charge a unit price per incident, and bill according to the total per month.

How do I use the G-Cloud?

With the Digital Marketplace, you can look at many options to see what best meets your needs.

To use G-Cloud you simply:

- Search the Digital Marketplace with key terms or requirements
  (for example try using a range of search terms like *incidents* and *analytics*).
- Select those that meet your high level criteria and develop a long list.
- Review the selection in more detail and compare them using the 'item properties list'.
- Develop a short list of approximately three suppliers. Talk to the suppliers. Here at REDWING, we would welcome your questions and are happy to discuss solutions with you.
- Evaluate using Most Economically Advantageous Tender (MEAT) principles.
- Complete the order form and call off contract.
- That's it!

For more information on how to use the G-Cloud to procure REDWING services email: Enquiries at Redwing