



Hinchingbrooke Health Care NHS Trust Feedback Questions

To further assist us in shaping our offer we would welcome your comments on the following questions

All responses will be treated as commercial and confident

1. What are our expectations if any with regards to risk share, if the procurement was delayed for any reason

2. If a proposal included a lock-in of GP's would it be extended

Commercial

3. How long should the contract be?

4. What advantages are there for a 10 year as opposed to five year term?

5. Should there be any control or cap on private patient services either in relation to volume or price?

6. How do you think the franchise should be branded?



7. What are your thoughts on the level of operational flexibility required?

Financial

8. Do you prefer a full risk transfer (revenue and expenditure) or a share risk model or a capped risk loss/profit mechanism?

9. Who should own and pay for any new capital assets during the franchise?

10. What are your thoughts on repayment of the historic debt?

Clinical & Service performance

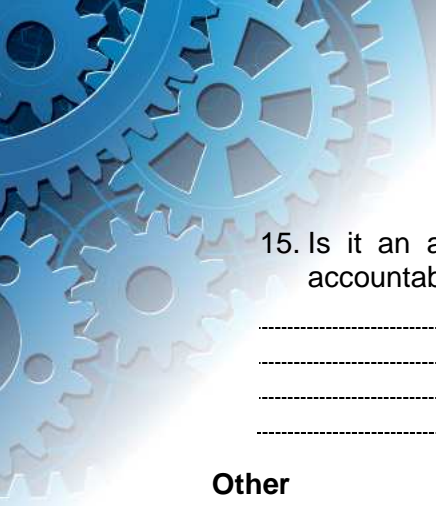
11. What KPI's should be used to measure clinical and other service performance during the franchise?

12. What does a good franchise look like?

Public accountability

13. How many Trust Directors should be franchisee employees?

14. Do you think the franchisee should have voting control at Trust Board level for day to day operations?



15. Is it an advantage for the franchisee to have a significant role in the public accountability of the Trust for its services?

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Other

16. Do you have any other material concerns with either the procurement process or franchise terms which you would like the Projects Team to address before the IPD is issued?

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Would you like to be contacted for a 1:1 meeting with a representative?

1 – Yes 2 - No

Who should we contact?

Name

Contact Telephone Number

Email Address

Your Name & Organisation (optional)

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Thank you on behalf of the Strategic Projects Team, NHS East of England.