

Greasing the wheels with the NHS procurement process

Making it easy for the NHS to buy us

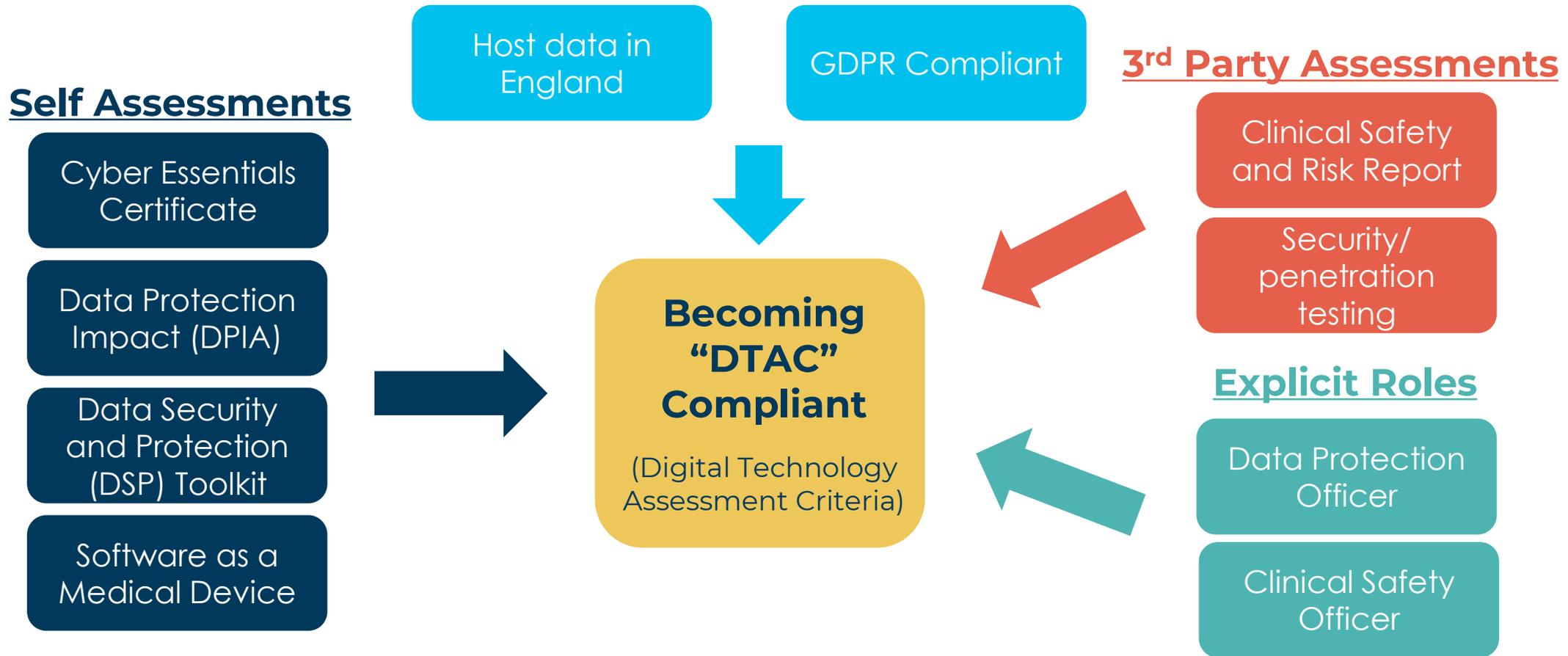
PILLAR 1

Meet digital health standards for the NHS

PILLAR 2

Gain access to the relevant procurement framework

Pillar 1: Meeting the standard



Pillar 2: G-Cloud

What is G-Cloud?

A framework that makes it easier for the UK public sector to procure cloud solutions.

How it can help NZ vendors?

1. Lead generation – NHS providers can ‘search’ in the Gov.UK marketplace to find your solution based on criteria (value TBD)
2. Contracting/commercials – provides standardised pricing, contract and data privacy templates for buying the solution. Removes need for negotiation and applies a standardisation of commercial arrangements.

Pillar 2: G-Cloud (or DOS)

How do I apply? (<https://www.gov.uk/guidance/g-cloud-suppliers-guide>)

1. Wait for the right time – applications are only open for a certain time of year
2. Apply for a D-U-N-S number if you don't have one
3. Choose which 'lot' type of service you offer (there are 3)
4. Go through the process – includes contract, pricing, and service overview

NOTE: Your submission is public – be ready for competitors to see you offering description, pricing and packages.

Its not just G-Cloud...

If you offer bespoke development this is not a framework for you. Instead of G-Cloud you should be looking at listing on the Digital Outcomes and Specialists (DOS) framework. Ask your prospects what they use / will use.