Considering an external clinical service provider partnership?

Many PCNs and GP surgeries partner with external providers to access expertise from clinical pharmacists and pharmacy technicians. These collaborations can address recruitment challenges, reduce costs, and save time. However, thorough preparation is essential to avoid potential pitfalls.

**Key advice** Conduct due diligence before committing to any partnership.

IDENTIFYING YOUR NEEDS	NOTES	
Do we have clarity on the hours of service required?		
Have we identified the specific skills and qualifications required of the clinicians?		
Prescriber     O     Non-Prescriber     O     Technician		
Does the clinician delivering the work need to be enrolled on the CPPE pathway?		
Can the work be done remotely?		
Have we identified our budget?		

## IMPORTANT AREAS TO CONSIDER

Liability

- Insurance
- CQC registration
- Data protection

Quality of service

- Reputation
- Experience
- Expertise

**Financial commitment** 

- VAT
- Hidden costs
- Cancelation clause

OVERLEAF IS A CHECKLIST THAT WILL HELP YOU

## **AVOID COSTLY MISTAKES**







## SERVICE PROVIDER COMPARISON TABLE

	PROVIDER NAMES	
LEGAL	CPS *	
Is the provider registered with the Care Quality Commission (CQC)?	<ul> <li></li> </ul>	
Can a copy of the company's medical liability and professional indemnity insurance [as per Network Contract DES mandates] be provided?	[10M]	
1 Million     5 Million     10 Million [CQC minimum]	Other	
DATA PROTECTION		
Does the provider have a named Data protection officer (DPO)	<ul> <li></li> </ul>	
Can they provide a Data Protection Impact Assessment (DPIA)	<ul> <li></li> </ul>	
The provider has policies and procedures to prohibit employees from accessing Patient Data from abroad, ensuring UK GDPR data security and confidentiality	~	
Do they hold a "Cyber Essentials" or equivalent IT security certification	$\checkmark$	
EXPERIENCE AND REPUTATION		
Has the provider supplied services to similar healthcare settings like ours before?	<ul> <li></li> </ul>	
Do they hold any certifications, recognitions, or awards in their field?	✓	
Can they provide testimonials, reviews, or references from previous/existing clients?	~	
CLINICAL SAFETY		
Is there any evidence that they uphold and support continuous professional development for their clinicians?	~	
Is there any evidence that they provide structured internal clinical supervision for all their clinicians?	~	
COMPLIANCE		
Is a secure telephony software system used for outgoing calls to patients?	$\checkmark$	
Are telephone calls to patients recorded for audit purposes?	$\checkmark$	
Are employee compliance checks completed [DBS, Reference, ID, Medical, etc.]	$\checkmark$	
CLINICAL SUPPORT AND TRAINING		
Do they offer a robust induction plan and training for their clinicians?	$\checkmark$	
Will the provider offer continuous support to clinicians placed in our practice?	$\checkmark$	
Will they provide additional training programs tailored to our practice's requirements?	~	
PROJECT MANAGEMENT		
Do they provide regular reports on the work done by their clinicians in our practice?	~	
Do they provide a dedicated project or practice liaison manager to address any problems or queries we may have?	~	
Can they ensure outgoing calls to patients display the surgery's phone number?	<ul> <li>Image: A start of the start of</li></ul>	
Do they have mechanisms in place for receiving and acting upon feedback from us?	<ul> <li></li> </ul>	
SMALL PRINT		
Are the services we need clearly outlined in their contract?	$\checkmark$	
Are all costs, including potential VAT charges transparent?	$\checkmark$	
Do they offer contracts with flexible termination clause?	<ul> <li>✓</li> </ul>	

\* CPS: Clinical Pharmacist Solutions