

# Making the case for Collaborative Leadership LMCs and LPCs - Building resilience together!

Michael Lennox  
NPA Local Integration Lead

BMA PCN Conference Feb 2020

**Your NPA**  
represents, supports, protects





**Your NPA**  
represents, supports, protects



# NPA Position on Pharmacy Contract

Fundamentally, the shift to services implied in the new contractual framework for pharmacies in England presents an opportunity for those who can build on the strength of their relationships, with patients and others locally, to deliver high quality, compassionate care and reap the rewards professionally and commercially.

**Your NPA**  
represents, supports, protects



# Community Pharmacy Contractual Framework 2019/20 to 2023/24

Community pharmacy to move to a  
**more clinically significant role**  
in line with the NHS Long Term Plan

Integrated future with wider NHS  
focusing on:  
**Urgent care and minor illness**  
**Prevention and public health**  
**Safe & effective medicines use**

Community pharmacy to take actions  
which will **maximise automation**  
**and developments in**  
**information technology and**  
**skill mix**

Community pharmacies within a Primary  
Care Network (PCN) will need to  
demonstrate a **collaborative**  
**approach to working with the**  
**PCN**

# Engaging with PCNs



Expectation that **practices will work collaboratively with others**, dependent on the needs of the local population – outlined in Network Agreement  
Network Contract DES will be amended from 2020/21 to **include collaboration with non-GP providers** as a requirement

- Most PCN engagement with pharmacy likely from July 2019 onwards
- For community pharmacy – it means **working through the LPC which would work with the LMC** to facilitate community pharmacies to develop and negotiate a structured and coherent offer
- Emphasis on **collaborative working**; pharmacies should not compete within local areas to establish working relationships with PCNs, and pharmacies within a PCN footprint to **engage with the PCN with one voice**
- Important there is **no actual or perceived conflict of interest** between meeting the clinical needs of patients and the dispensing of medicine, the provision of pharmaceutical services and pharmacy business

**Four steps for LPCs to take by September 2019:**

1. Engage with CCGs and LMCs
2. Start the conversation between local contractors
3. Understand mutual benefits and local priorities
4. Agreeing ways of working between community pharmacies

## Perceptions of Collaboration

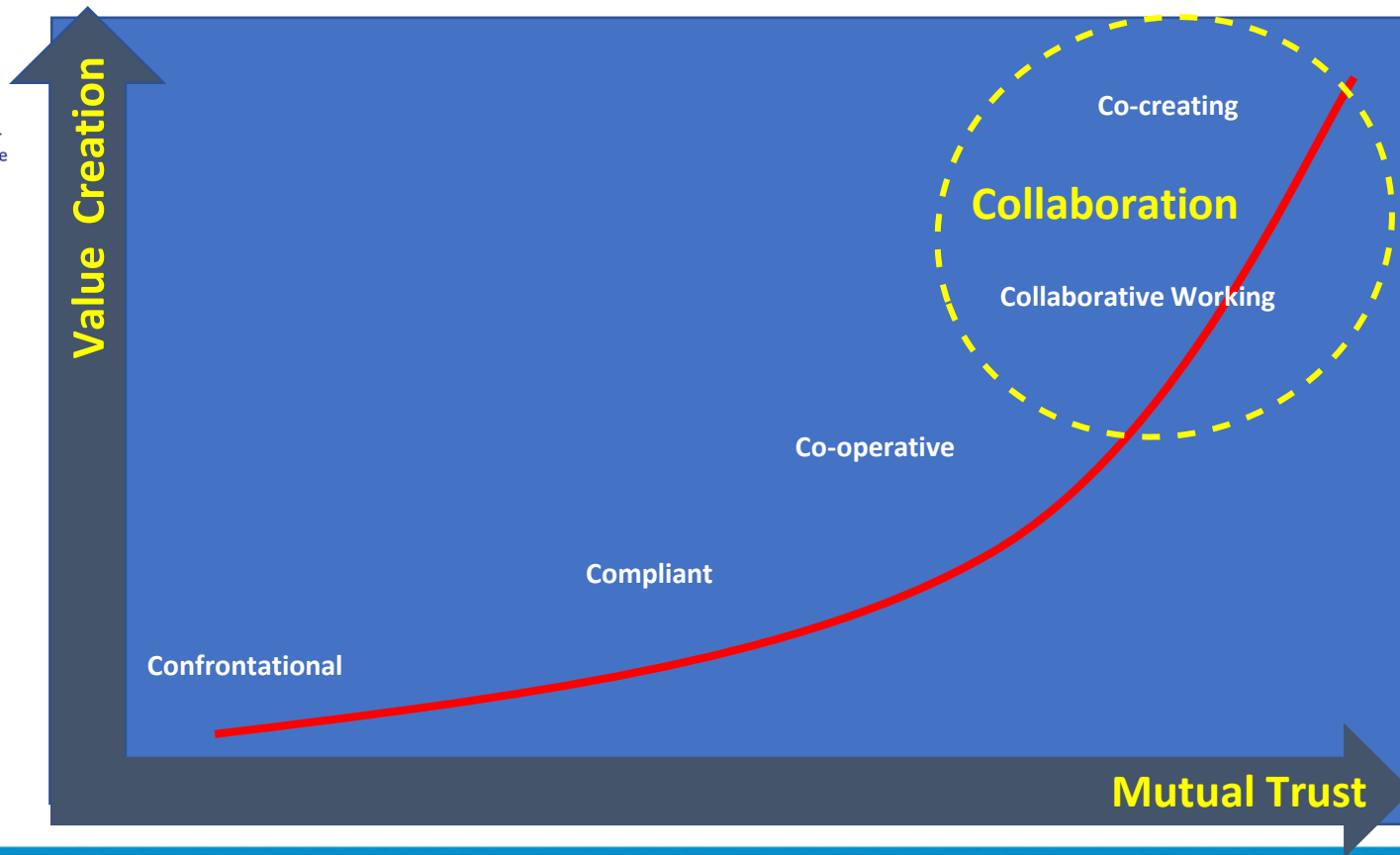
Team Hug



synchronised swimming with sharks



Institute for  
Collaborative  
Working

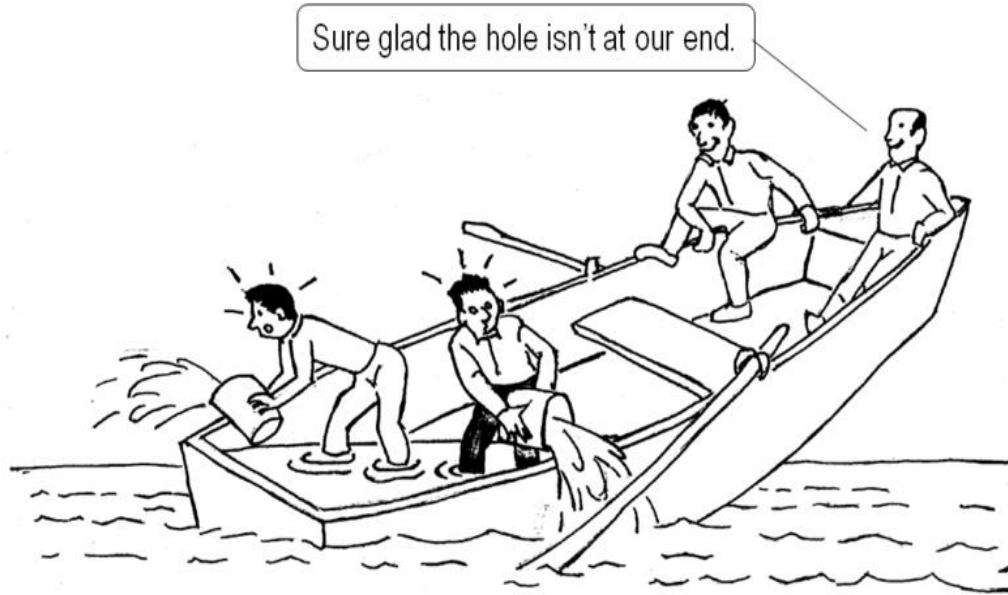


Building business relationships

**Your NPA**  
represents, supports, protects



# Remember you can not collaborate .....on your own



**Your NPA**  
represents, supports, protects

