



Practice Managers
Association

Black Country & West Birmingham Sustainability and Transformation Partnership (STP) Practice Managers Conference 2020

EXHIBITOR BIOGRAPHIES



HILLCROFT SURGERY SUPPLIES

Hillcroft Surgery Supplies can help with all your surgery's needs. We can supply everything you may need, from furniture to consumables and pharmaceuticals to equipment, and everything in between. We thrive on meeting our customers' needs and requirements and will always go the extra mile to help with anything and everything!

As well as a broad stock holding, free next-day delivery service, comprehensive web and catalogue, we also offer to meet and analyse your current product portfolio and pricing with a view to offering you a package which both simplifies your stock holding and also saves you money. We specialise in group buying deals and have website administration features to help you manage your online purchasing with user-control and stock management systems... in truth, the complete package!

Please get in touch, we look forward to helping you!

Website: www.hillcroftsupsupplies.com



MJOG Limited

MJog Limited has worked in partnership with the healthcare sector for over 10 years and provides multi-channel digital communications. We supply over 4,500 NHS GP, Hospitals and Community services with MJog's smarter messaging services, which



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have been proven to achieve sustainable efficiency gains and cost savings from the innovative use of fast and effective patient communications. Learn more about MJog Messenger, our health messaging App, which is creating greater access, choice and engagement for patients with online health services at local and national level.

Discover 'Desktop GP', which allows any clinical system user to send a quick message to any patient whilst selecting the contact details from the current on screen patient's record – especially if you've asked a patient to self- monitoring (via MJog Smart Monitor), across key health conditions.

Visit: www.mjog.com



DENE HEALTHCARE

At Dene, we don't do everything the way we are supposed to. Why? Because we have made a business out of being different, from listening to what our customers want, rather than adhering to the idea of what a supplier is meant to be and from evolving year on year to suit the challenging, ever-changing world of Primary Care.

We are different things to different people. Some just like the product prices, offers and value, to them we may be just a supplier. Others work with us on service, systems or pathway redesign, get their IT and software support with us, and see us as advisers or partners.

We would love to work with you. I don't use the word love lightly either. Every Practice we work with makes us a bit stronger, gives us more diversity and flexibility, and adds to our range which increases our purchasing power, in turn this allows us to be better for our existing and new customers. We will do our best not to say no to you and if we ever disappoint you, we will make it up to you, because we want to be better than you could have ever imagined possible. We don't do the hard sell; we will not bombard you with phone calls and we will never lie to you about what we can deliver.

Website: www.denehc.co.uk



HEALTHCARE MONITORS

THE ONLY FULLY INTEGRATED MONITOR

Increase the efficiency of staff by replacing unnecessary appointments with automatic monitoring of blood pressure, height, weight and BMI, with results integrated directly to the patient records systems EMIS, SystmOne & Vision (optional).

"All of the QOF without any fuss"

Healthcare Monitors range of medically approved, user friendly, time saving monitors have visual and audio instructions and are ideal for unsupervised monitoring of height, weight, BMI, blood pressure and pulse (takes about 90 seconds). The modem compact units fit neatly into a small area so that routine measurements can be made conveniently and quickly. Tickets are printed for records to be updated and/or for patient retention for reference.

Integration with patient records systems (EMIS, SystmOne & Vision) is now available. Monitors can be rented (long or short-term) or purchased outright.

With over 1,100 monitors installed across the country in a wide range of situations, including, doctor's surgeries, hospitals, clinics, walk-in centres and pharmacies, why not request a free, no obligation, month long trial and see how much time and money you too can save?

"Every surgery should have one." Dr Michael Dixon OBH, MA, MB, FRCGP College Surgery, Cullompton

Website: www.healthcaremonitors.co.uk

WESLEYAN
we are all about you

WESLEYAN FINANCIAL SERVICES LTD

With over 175 years of experience Wesleyan has a long history of providing financial service solutions to our most trusted professions, including doctors, teachers, dentists and lawyers.

We have a network of Financial Consultants who each specialise in all aspects of financial planning with one of these professions throughout the UK. In addition to the network of specialist consultants Wesleyan Bank provides bespoke funding solutions for

practices and our General insurance team provide surgery and other insurances for practices.

Currently over 2500 of the UK's GP practices have their locum or surgery insurance with Wesleyan and many thousands of individual doctors and members of practice teams have personal planning solutions arranged ourselves.

As a proud Mutual Society, we are run for the benefit of members rather than shareholders and we aim to be the specialist provider of choice for your practice and all members of your practice team.

Website: www.wesleyan.co.uk



HALLAM MEDICAL – *Your Recruitment Partner.*

Our 12 years in a market leading position within this ever-changing sector makes us the right choice for you.

Our clinical team have been both service providers and have delivered healthcare services in multiple settings. We have been where you are which means we can provide you with real solutions. We understand the importance of providing a professional service at all times, and of course, the right practitioners for the job. You can be assured that the quality of our practitioners will not only be aligned to your own staff but will enhance the service you provide.

We place patients at the heart of everything we do and take safeguarding your service seriously. We have passed 100% of our client and framework audits since we first started in 2007. It is about more than simply filling a shift. We listen and understand the challenges you face and will work with you on your resourcing planning. This means we will help you to optimise your budgets and add value.

Hallam Medical are the only recruitment provider to work in partnership and be recommended by the following leading organisations:

- The Queen's Nursing Institute (QNI)
- The Association of Advanced Practice Educators UK (AAPE UK)
- The Journal of Community Nursing (JCN)

Website: <https://hallammedical.com/hallam-medical-clients/>





IMPAX HUB

ImpaxHub has over 10 years' experience in designing and developing workforce management systems combined with a vast knowledge of working in an NHS environment. Working in partnership with NB Medical Education has allowed both organisations to pool their knowledge and increase their drive to provide the NHS with a timesaving and cost-effective solution to their workforce management issues. *Our ethos 'By GPs for GPs' is fundamental to everything we do. We are continually learning and gaining experience with our customers to continue to develop the ImpaxHub.* ImpaxHub has been designed by healthcare professionals working in the NHS and is a response to the call for a more mobile and flexible workforce allowing the sharing of staff across different organisations. ImpaxHub is designed to simplify and automate much of the process involved in finding cover for shifts and setting up rotas. ImpaxHub is the complete workforce solution and can manage in house rotas as well as extended hours, out of hours or any other rota across your organisation. It will give you the functionality to search for Locums, Nurses, Physio etc and create your own network of Staff. You can then easily allocate sessions to them on the relevant rota. You can advertise any work or sessions you need filling with the push of a button and ImpaxHub will notify your network/staff pool. All negotiation, verification of additional staff is done within ImpaxHub saving you time. It will calculate what work is pensionable and for the user create an invoice and include Pension forms A & B. ImpaxHub technology is a modern and innovative platform that offers ideal rota management solution across healthcare providers and services.

Website: www.impaxhub.com



SEAL CALIBRATION LTD.

Medical Equipment Calibration, Medical Equipment Repairs, Vaccine Fridge Servicing, Couch Servicing and recovering, Electrical Pat and EICR testing, service contracts and much more. Seal Calibration will look after all your medical equipment maintenance requirements. Simply speak with our friendly team who will be happy to explain how we can help.

Website: www.sealcalibration.co.uk



CFH Docmail

Docmail allows you to send both your patient letters and SMS messages within one account, providing you with complete communication management. This enables you to build on those all-important practice-patient relationships and increase engagement.

We're fully NHS accredited with Data Security and Protection Toolkit (status standard exceeded) and a GP system of choice NHS approved supplier. We are also an EMIS and Vision partner, with Docmail working seamlessly with all clinical systems.

There is no minimum or maximum quantity, or contract to sign, this allows practices to manage both daily and bulk mailings all at the touch of a button. It's perfect for saving both administrative time and money.

FREE training for new and existing staff is available, whether this is over the phone or a practice visit, as well as a fully dedicated support team available to lend a hand Monday-Friday 8:30 am-5:30 pm – they can even discuss your mailing requirements to ensure you get the most out of your Docmail account.

For more information how Docmail can streamline your communications or help with setting up an account, please contact Shelley Hawkins on 07850 099660 or email shelley.hawkins@cfh.com

Website: www.docmail.co.uk



Surgery Connect

Surgery Connect is a hosted phone system supporting IT transformation within the NHS by delivering quality, safety and efficiency to staff and patients in General Practice.

Providing healthcare professionals with full patient consultation history, including call and video recordings linked to the patient record, ensures staff and patient safety. Empowering patients by allowing them to manage their own appointments, while reducing the burden on staff via notifications to at risk groups, improves

administrative efficiency and allows staff to focus on patient interaction.

Contact centre features, including intelligent call queueing and routing, highly secure call recording automatically attached to patient records, confirm and remind systems to reduce DNAs, telephone triage, extensive reporting and integration with Clinical Systems such as EMIS Web and SystmOne, provide solutions to the GP Forward View High impact actions.

Clinical system integration measurably reduces overall costs by minimizing time spent on administrative tasks and calls, while improving data quality and compliance.

Surgery Connect can be deployed into a single GP Practice, or provide omni-channel communications across Federations, PCNs and CCGs. It can also allow a grouping of Practices to configure a GP Hub with communications set up to best utilise collective resources.

Surgery Connect provides future proof healthcare communications, honed by many years of constructive feedback from GPs, Practice Managers and NHS IT Leads.

Website: www.surgeryconnect.co.uk