



Practice Managers
Association



South Yorkshire & Bassetlaw Practice Managers' Conference

21st November 2019

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



Practice Managers
Association





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 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 'Smart Monitor' our latest innovation for easy patient self-monitoring, across key health conditions.

Visit: www.mjog.com or email sales@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 modern 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

Tel: 01299 250321

Email: info@health-monitor.co.uk

Website: www.healthcaremonitors.co.uk



AGAMATRIX EUROPE LTD

AgaMatrix manufactures and supplies WaveSense JAZZ™ blood glucose meters, diabetes data management solutions and provides services and support to help you reduce the cost of diabetes care.

With uncompromising accuracy as our cornerstone, we strive to ensure the highest quality diabetes monitoring products and services are supplied at the lowest possible cost, to help the NHS save money. Since launch 10 years ago, AgaMatrix has saved the NHS over £24 million through reduced test strip price and our Clinic Review Service which optimises prescribing.

Come and visit us at our stand and ask about our free of charge Clinic Review Service. Website: www.agamatrix.com



MYKITCHECK

The MyKitCheck Managed Service is a proactive compliance monitoring platform that helps practices ensure their emergency kit is always rescue ready. The platform is a simple and cost-effective way to take paper checklists and manual auditing digital and reduces staff time in checking and ordering equipment. When carrying out an equipment check using the MyKitCheck Managed Service it automatically orders any used or unavailable items in your kit and they are dispatched within 24 hours. Manual ordering can also be done using the system. Expiry dates and batch numbers are stored on the platform and can be looked up instantly in the event of a recall to locate any affected items immediately. The platform helps avoid noncompliance by sending emails to practice managers with proactive alerts if a check is yet to be done and the timeframe to complete it is soon to run out. The alert system also notifies users when perishable items are close to their expiry date so they can be rotated and used in good time to reduce wastage. MyKitCheck uses advanced tamper proof security for equipment checks. Each check starts with the user inputting the number of the tamper proof seal into the system, if this number doesn't match the last recorded seal number it will automatically trigger a full check.

Choose to receive this service on your existing equipment or with a tamper proof emergency grab bag fully stocked in line with the national requirements for practices. Website: www.mykitcheck.co.uk.



PRIMARY CARE DIRECT

From GP Practices to LMC's, pharmacists to PCN's, Primary Care Direct (PCD) has everything a primary care organisation needs to grow, transform and develop their business. Through our hand-selected consortium of primary care specialists including Agencia, BHP Chartered Accountants, Capsticks and DKJ Support Services, all the guidance and advice is available in one place – saving time, money and resources. The wide range of services we can offer here at Primary Care Direct is down to our formidable team of experienced primary care members and associates. Rather than having to constantly look at individual primary care specialists for help, we have ensured that they are all available from one convenient place. Each of our members and associates that work with Primary Care Direct has been thoroughly vetted and carefully selected but don't just take our word for it, have a look www.primarycaredirect.co.uk

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)

Find out more about working with us here:

<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 Serena Schofield on 07834 173074 or email sereba.schofield@cfh.com.

Website: www.docmail.co.uk



BAYER

Bayer is a global enterprise with core competencies in the Life Science fields of health care and agriculture. Its products and services are designed to benefit people and improve their quality of life. Bayer is committed to the principles of sustainable development and to its social and ethical responsibilities as a corporate citizen.

In fiscal 2018, the Group employed around 117,000 people and had sales of 39.6 billion, with EUR 5.2 billion invested in research and development.

Website: www.bayer.co.uk



Prescribing Support Services (PSS) is one of the leading clinical pharmacist providers in the UK, working with practices for over 20 years. We offer a fully managed service focussed on redirecting the medicine related workload to our pharmacists, freeing up GP time and reducing their workload.

Following the 2019 NHS policy announcements, bear in mind we can offer all elements of the GMS contract/Long Term Plan, including short term, flexible support.

- Remote hub pharmacist service to support GP workload
- In practice pharmacist service
- Prescribing Savings gain share scheme
- Respiratory reviews
- Extended/ Urgent care service
- Prescribing quality QOF points
- Care home and polypharmacy reviews
- IP, non-IP or AP's available

The Clinical Pharmacist Hub is an innovative new service, with the pharmacist based at a centralised secure hub, working remotely. It works well in conjunction with an in-practice team and frees up time for face to face appointments.

- Opportunity to commission a practice pharmacist from as little as an hour a day
- Named hub staff allocated to practices
- Limited room capacity needed

Prices are comparable with employing a pharmacist directly, but inclusive of DBS, indemnity insurance, sick/holiday pay, and full training and management.

Website: <http://prescribingsupportservices.co.uk>

For more information, please contact Laura Blanco-Medina: l.blanco-medina@nhs.net



GP SURVEYORS

GP Surveyors is the UK's leading firm of Chartered Surveyors specialising in GP practices. Focusing exclusively on primary care property means that GP Surveyors have built an unrivalled wealth of experience and knowledge over 19 years in business.

To date GP Surveyors have worked with over 3,100 GP practices, providing a wide range of specialist property services, including; Notional Rent Reviews, Market Valuations, Sale & Leaseback, Rent Reviews, Lease Renewals, Pharmacy Rent Reviews and Pharmacy Implants.



GP Surveyors is estimated to represent more individual healthcare clients than any other property surveyor in the UK, meaning that the company holds more comparable evidence to utilise in valuations and rent reviews, than any other surveying company.

The senior team of surveyors are all highly experienced Chartered Surveyors and RICS Registered Valuers, meaning they are fully qualified and regulated by the Royal Institution of Chartered Surveyors. This ensures the highest standard of service is delivered to clients.

Excellent customer service is at the heart of GP Surveyors. All clients have a dedicated Client Manager on hand; to support them, understand the issues affecting their practice and provide tailored advice to meet their individual needs.

Website: www.gpsurveyors.co.uk