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# Public Procurement NHS

Ian Stenton, Head of Sustainability

# LUH

- Large teaching trust with four hospitals
- Annual budget over £880m
- Employ over 13,000 staff
- Formed in October 2019
- Royal Liverpool & Broadgreen Hospitals
- Aintree Hospital

## The Hospital Food Standards Panel's report on standards for food and drink in NHS hospitals

An independent group established by the Department of Health and led by Dianne Jeffrey, chairman of Age UK

August 2014

### Case Study

#### Royal Liverpool University Hospital and the 10 Key Characteristics

Royal Liverpool University Hospital recognised that not every group of patients can be accommodated by routine meals times. Working with patients, they devised a call order service so that patients who were unable to eat at mealtimes could get food when they felt like it. The key to their success was the engagement of all disciplines and the involvement of patients. Patients responded positively and were much happier. Nursing staff reported improved patient satisfaction. The hospital applies different offers for different patient groups, with trials in gerontology and surgical wards.



RLH's Patient Meal Experience Group

# Food & Drink Strategy

- Panel's report states it should include:
  - Nutritious food for patients
  - Healthier food for staff and visitors
  - Sustainable food for all





# Food Standards Requirements

- NHS Standard Contract
  - SC19 Food Standards
    - Must develop and maintain a food and drink strategy in accordance with the Hospital Food Standards Report
    - Must have regard to Food Standards Guidance
    - When procuring, must include terms to provide healthy eating and drinking options and to adopt the Government Buying Standards

# Vending Reviews

- Support from HEG
- Worked with partners
- Looked at alternatives:
  - Healthy vending
  - Fresh salads
  - Patient meals

HEALTH  
EQUALITIES  
GROUP



**A Report on the Hospital Vending Across Four Hospital  
Sites in Merseyside**

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Food and Nutrition Programme (HEG)

On behalf of The Health Equalities Group  
March 2015



## Obesogenic Hospitals: The Nutritional Value of Food and Beverage Options in Hospital Vending Machines

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### Background

Obesity and Diabetes are rapidly growing pandemics, costing the NHS in excess of £5 billion per year.<sup>1,2</sup> It is increasingly recognized that the environment, more than consumer awareness and health-consciousness, significantly affects individuals' diet and health choices.<sup>3</sup>

Vending machines are a convenient and accessible source of food and drink for patients, staff and visitors.<sup>4</sup> The presence of unhealthy options in this setting may facilitate excess energy intake through "bad calories" and aid weight gain, preventing hospitals from truly promoting healthy lifestyle changes and contradicting clinical recommendations/CQUINS.

### Objectives

1. To evaluate the nutritional value of food and drink options available in a hospital vending machines.
2. To determine the availability of products high in fat, saturated fat, sugar and salt (HFSS) in comparison to water and healthy options.

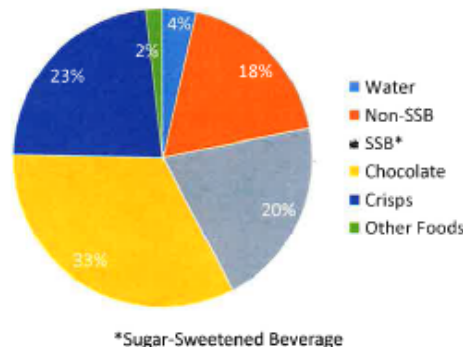
### Methodology

Data was sourced from Selecta vendor for products sold in fifteen vending machines across the Royal Liverpool University Hospital site during January – May 2016. Nutritional content of products was determined via company website searches and subsequently assessed against NHS daily recommendations.

### Results

111 different products types and 31,143 individual items were processed/sold by Selecta. Unhealthy items made up the majority of products (75.8%). Healthy options including fruit, vegetables, salads, sandwiches and nuts were unavailable. Water contributed to only 4% of the drink products sold compared with SSB and non-SSB contributing 43%

Figure 1. Breakdown of Products Sold



\*Sugar-Sweetened Beverage

Table 1. Total Nutritional Value of All Products Sold

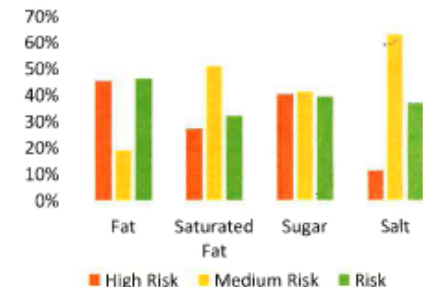
| Nutritional Category | Total     | Average | Average RDI* |
|----------------------|-----------|---------|--------------|
| Carbohydrates (g)    | 716,860   | 23.0g   | 8.9%         |
| Sugar (g)            | 532,368   | 17.1g   | 19%          |
| Fat (g)              | 194,285   | 6.2g    | 8.9%         |
| Saturated Fat (g)    | 144,903   | 4.7     | 23.3%        |
| Protein (g)          | 46,497    | 1.5     | 3.0%         |
| Salt (g)             | 5,339     | 0.2     | 2.9%         |
| Calories (kcal)      | 4,941,287 | 159.0   | 7.9%         |
| Exercise (min)       | 497,445   | 16.0    | 53.2%        |

\*Recommended Daily Intake %

Based on the traffic light food label system, 57.6% of items scored red (unhealthy) and 20% yellow in at least one category. Only 22.4% scored four green labels.

**Interestingly, SSBs scored green labels for sugar content based on NHS guidelines (22.5/100g). Foods other than Chocolate, Crisps and processed drinks made up only 6% of items.**

Figure 2. Percentage of High/Medium/Low Risk Labels



### Conclusion

Vending machines provide convenient access to highly processed, sugar laden snacks. These are insulinogenic and facilitate obesity.<sup>5</sup> This pandemic must be addressed urgently and aggressively by directly changing the environment in a fashion similar to the highly successful UK Salt Reduction Strategy.<sup>6</sup> These changes can be initiated in hospitals through the Commissioning for Quality and Innovation (CQUIN) system. Successful changes will provide considerable improvements in public health health costs to the NHS.

### References

1. WHO. Controlling the global obesity epidemic. <http://www.who.int/nutrition/topics/obesity/en/> (accessed 21 Oct 2016).
2. HM Government (2016) *Childhood Obesity: A Plan for Action*. <http://tinyurl.com/h4pawlv>
3. Shelley JJ. Addressing the policy cacophony does not require more evidence: an argument for reframing obesity as caloric over-consumption. *BMC Public Health* 2012; 1042.
4. Lawrence S, Boyle M, Craypo L. The Food and Beverage Vending Environment in Health Care Facilities Participating in the Healthy Eating, Active Communities Program. *Pediatrics* 2009; 123; S287.
5. Fat; The New Health Paradigm - Credit Suisse 2015
6. Moran A, Krepp EM, Curtis CJ, Lederer A. An intervention to increase availability of healthy foods and beverages in New York City hospitals: the healthy hospital food initiative, 2010-2014. *Prev Chronic Dis.* 2016; 13: 77.

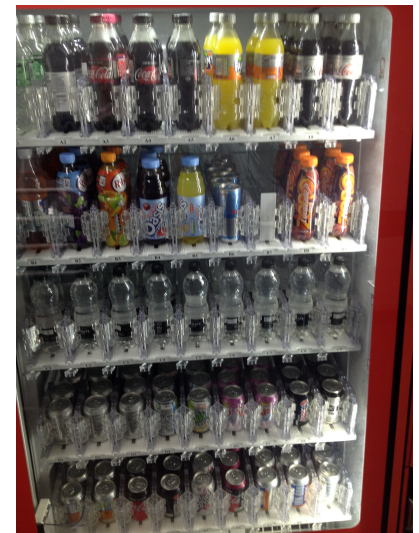
# Healthy Food CQUIN 16-17

- Ban price promotions
- Ban advertisements
- Ban from checkouts
- Ensure healthy options available



# Healthy Food CQUIN 18-19

- Signed up to national SSB reduction scheme
- 80% of confectionery and sweets do not exceed 250kcal
- At least 75% of pre-packed sandwiches and pre-packed savoury snacks contain less than 400kcal and 5g saturated fat per 100g





# NICE Quality Standards

| Statement   | Outcomes and Evidence  |
|---|--|
| <p>Adults using vending machines in local authority and NHS venues can buy healthy food and drink options</p> | <p>A review of the changes to vending offer will be undertaken and we expect that there will be an increase in, and promotion of, healthy food and drink options. The contractor will provide a report of the changes they have implemented.</p>                                       |
| <p>Adults see details of nutritional information on menus at local authority and NHS venues</p>               | <p>There will be a commitment from onsite meal retailers to provide nutritional information on menus. Evidence will be provided from audits.</p>   |
| <p>Adults see healthy food and drink choices displayed prominently in local authority and NHS venues</p>      | <p>There will be a commitment from onsite retailers to reduce promotion of unhealthy snacks and actively promote healthy options. Evidence will be provided from audits (note: CQUIN includes commitments from retailers. Audits can still take place, as part of NICE and CQUIN).</p> |

# Sugar Reduction

- Save Kids from Sugar
- Liverpool PH campaign
  - Cereals
  - Drinks
  - Yoghurts

**R** **NHS**  
The Royal Liverpool and Broadgreen University Hospitals  
NHS Trust

**ARE YOU... SUGAR SMART?**

Did you know that...

**PH's the maximum daily amount**  
Of added sugars

**22.5g** of total sugars per 100g is **high**  
**Between 5g and 22.5g** total sugars per 100g is **medium**  
**Less than 5g** of total sugars per 100g is **low**

Now that you know that, have a go at our Sugar Smart Quiz. You can win one of Veggie cake's wonderful sugar free cakes in our prize draw (see overleaf on how to enter).

**Think before you drink...**

Can you rank these drinks in order from 1 to 8 with how much sugar they contain? The answers may surprise you!

A. Yogurt Drink  
B. Cola  
C. Flavoured Water  
D. Energy Drink  
E. Fizzy Orange  
F. Iced Tea  
G. Milkshake  
H. Fruit Smoothie

photos adapted from: ©2014, Sugar Shocker Education Kit, Alberta Health Services, Nutrition Services.



Turn over for the answers and take our Sugar Smart Challenge



# Sugar Trial

- RVS sites
- Highlight high sugar
- 7% reduction
- No loss in sales





# Catering Contract

- Government Balanced Scorecard
- Liverpool Healthcare Commissioner's Social Value Strategy
- Soil Association Food for Life



|  |
|--|
| <b>ECONOMIC WELLBEING GOALS</b>  |
| Improve health outcomes for adults and children by reducing poor health associated with low income   |
| 1. Support <b>employment</b> to reduce experiences of poverty and hardship.  |
| 2. Support a <b>Living Wage</b> and moves towards this to reduce low incomes.  |
| 3. Support <b>good working conditions</b> to relieve health problems associated with employment.   |
| 4. Support <b>education, skills and training</b> as a means to improve health outcomes and resilience as well as health literacy and participation.                      |
| <b>SOCIAL WELLBEING GOALS</b>  |
| Improve health outcomes by creating an enabling society that maximises individual and community potential, reducing poor health associated with social context           |
| 1. Reduce <b>social isolation</b> and associated health risks by including social contact as a valued outcome.   |
| 2. Support development of <b>social capital</b> in order to foster healthy communities in which participation is widespread.   |
| <b>ENVIRONMENTAL WELLBEING GOALS</b>   |
| Improve health outcomes through approaches which reduce health inequalities and mitigate climate change, creating healthy places and communities now and for the future  |
| 1. Increase <b>active travel</b> (walking and cycling) in order to increase physical activity, reduce travel emissions related respiratory illness and carbon emissions. |
| 2. Reduce carbon emissions in order to mitigate against <b>climate change</b> and its negative consequences for health and health inequalities.                          |
| 3. Minimise use of <b>hazardous substances</b> in order to protect health.   |

| Production  | Mandatory Criteria | Award Question  |               |               |
|---|--------------------|---|---------------|---------------|
|   |                    | Satisfactory = 0<br>Good = 1                                | Very Good = 2 | Excellent = 3 |
| <ul style="list-style-type: none"> <li>Supply Chain Management</li> <li>Animal Welfare</li> <li>Environment</li> <li>Variety &amp; Seasonality</li> </ul>   | n/a                |   |               |               |
|   |                    | n/a   | n/a           | n/a           |
| Health & Wellbeing  | Mandatory Criteria | Award Question  |               |               |
|   |                    | Satisfactory = 0<br>Good = 1                                | Very Good = 2 | Excellent = 3 |
| <ul style="list-style-type: none"> <li>Nutrition</li> <li>Food Safety &amp; Hygiene</li> <li>Authenticity &amp; Traceability</li> </ul>   |                    |   |               |               |
|   |                    |   |               |               |
| Resource Efficiency   | Mandatory Criteria | Award Question  |               |               |
|   |                    | Satisfactory = 0<br>Good = 1                                | Very Good = 2 | Excellent = 3 |
| <ul style="list-style-type: none"> <li>Energy Management</li> <li>Water</li> <li>Waste</li> </ul>   |                    |   |               |               |
|   |                    |   |               |               |
| Socio-Economic  | Mandatory Criteria | Award Question  |               |               |
|   |                    | Satisfactory = 0<br>Good = 1                                | Very Good = 2 | Excellent = 3 |
| <ul style="list-style-type: none"> <li>Fair &amp; Ethical Trade</li> <li>Equality &amp; Diversity</li> <li>Inclusion of SMEs</li> <li>Local &amp; Cultural Engagement</li> <li>Employment &amp; Skills</li> </ul> |                    | n/a   | n/a           | n/a           |
|   | n/a                |   |               |               |
|   | n/a                |   |               |               |
|   | n/a                |   |               |               |
| Quality of Service  | Mandatory Criteria | Award Question  |               |               |
|   |                    | Satisfactory = 0<br>Good = 1                                | Very Good = 2 | Excellent = 3 |
| <ul style="list-style-type: none"> <li>Food Quality</li> <li>Customer Satisfaction</li> </ul>   |                    |   |               |               |
|   | n/a                |   |               |               |
| <b>Total</b>  | <b>/12</b>         | <b>/15</b>  | <b>/30</b>    | <b>/45</b>    |
| <b>Overall Total</b>  | <b>/12</b>         | <b>/45 (max – score only highest award question rating)</b> |               |               |

|                                    |                 | Assurance schemes |       |                        |                             |                                   |              |                |              |                     |           |          | Combined schemes       |
|------------------------------------|-----------------|-------------------|-------|------------------------|-----------------------------|-----------------------------------|--------------|----------------|--------------|---------------------|-----------|----------|------------------------|
|                                    |                 | BRC Global        | SALSA | British Lion Mark Eggs | Red Tractor Crops & produce | Red Tractor Meat, poultry & dairy | Freedom Food | LEAF           | Organic Food | Rainforest Alliance | Fairtrade | MSC Fish | FFLCM Assures Caterers |
| <b>Production</b>                  |                 |                   |       |                        |                             |                                   |              |                |              |                     |           |          |                        |
| 1.2 Animal Welfare                 | MC              | -                 |       | ✓                      |                             | ✓                                 | ✓            |                | ✓            |                     |           |          | ✓                      |
|                                    | AC <sup>2</sup> |                   |       | ✓                      |                             | ✓                                 | ✓            |                | ✓            |                     |           |          | ✓                      |
| 1.3 Environment                    | MC              | -                 |       | ✓                      | ✓                           | ✓                                 |              | ✓              | ✓            | ✓                   | ✓         | ✓        | ✓                      |
|                                    | AC <sup>2</sup> |                   |       | ✓                      | ✓                           | ✓                                 |              | ✓              | ✓            | ✓                   | ✓         | ✓        | ✓                      |
| <b>Health &amp; Wellbeing</b>      |                 |                   |       |                        |                             |                                   |              |                |              |                     |           |          |                        |
| 2.2 Food Safety & Hygiene          | MC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 |              | ✓ <sup>1</sup> | ✓            | -                   | -         | -        | ✓                      |
|                                    | AC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 |              |                | ✓            |                     |           |          | ✓                      |
| 2.3 Authenticity                   | MC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 |              | ✓              | ✓            | -                   | -         | ✓        | ✓                      |
|                                    | AC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 |              | ✓              | ✓            |                     |           |          | ✓                      |
| 2.3 Traceability                   | MC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 | ✓            | ✓              | ✓            | ✓                   | ✓         | ✓        | ✓                      |
|                                    | AC              | ✓                 | ✓     | ✓                      | ✓                           | ✓                                 | ✓            | ✓              | ✓            | ✓                   | ✓         | ✓        | ✓                      |
| <b>Social &amp; Economic Value</b> |                 |                   |       |                        |                             |                                   |              |                |              |                     |           |          |                        |
| 4.1 Fair & Ethical Trade           | MC              | -                 | -     | -                      | -                           | -                                 | ✓            | -              | -            | ✓                   | ✓         | -        | ✓                      |
|                                    | AC              |                   |       |                        |                             |                                   | ✓            |                |              | ✓                   |           |          | ✓                      |
| 4.2 Equality & Diversity           | MC              | -                 | -     | -                      | -                           | -                                 | -            | -              | -            | -                   | ✓         | -        |                        |
|                                    | AC              |                   |       |                        |                             |                                   |              |                |              |                     | ✓         |          |                        |
| 4.3 Inclusion of SMEs              | MC              | N/A               | N/A   | N/A                    | N/A                         | N/A                               | N/A          | N/A            | N/A          | N/A                 | N/A       | N/A      | ✓                      |
|                                    | AC              |                   |       |                        |                             |                                   |              |                |              |                     |           |          | ✓                      |

MC Mandatory Criteria  
AC Award Criteria  
✓ Satisfies Criteria<sup>1</sup>  
✓ Partially satisfies criteria, or satisfies with some caveats  
- Not in scope of scheme  
N/A Not available  
✓ Makes use of some features that are provided by other schemes

<sup>1</sup> For clarity we have expanded this section of the Scorecard to recognise that Authenticity and Traceability are different and may be mutually exclusive.  
• Authenticity – the scorecard requires schemes to help with ensuring authenticity to avoid the food fraud issues that came to light in 2013  
• Traceability – should involve independently audited chain of custody schemes.  
<sup>2</sup> Award Criteria in this section is based on volumes. It is up to each individual caterer/procureur to weight the relevance of volumes to each contract/catering operation.  
<sup>3</sup> The score card assumes that product comes from suppliers certified against schemes that are marked ✓ schemes with ✓ will add less value to the score card.  
<sup>4</sup> Food safety and hygiene is delivered by Red Tractor



## What makes the NHS an anchor institution?

NHS organisations are rooted in their communities. Through its size and scale, the NHS can positively contribute to local areas in many ways beyond providing health care. The NHS can make a difference to local people by:



### Purchasing more locally and for social benefit

In England alone, the NHS spends £27bn every year on goods and services.



### Using buildings and spaces to support communities

The NHS occupies 8,253 sites across England on 6,500 hectares of land.



### Working more closely with local partners

The NHS can learn from others, spread good ideas and model civic responsibility.



### Widening access to quality work

The NHS is the UK's biggest employer, with 1.5 million staff.



### Reducing its environmental impact

The NHS is responsible for 40% of the public sector's carbon footprint.

As an anchor institution, the NHS influences the health and wellbeing of communities simply by being there. But by choosing to invest in and work with others locally and responsibly, the NHS can have an even greater impact on the wider factors that make us healthy.

# SUSTAINABLE DEVELOPMENT GOALS

