



INVESTOR IN PEOPLE



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To LDC Secretaries

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Local commissioning: 2009 and beyond

There is a lot of interest in what may happen to GDS contracts in 2009 when the earnings guarantee period comes to an end and PCTs/LHBs look to gain maximum value for money and develop their commissioning strength. Many PDS agreements are also due to end at that time and dentists are concerned about what the future holds. PCTs/LHBs are producing their commissioning plans and many LDCs are facing difficult negotiations to try to achieve a positive outcome for their practitioners.

Building on its successful NHS workshops and tender training programmes, the BDA is best placed to meet this need for advice and information. We can offer senior members of the advice team to speak at evening and afternoon workshops with LDC members, as well as with local practitioners. The cost to you is £500 plus VAT plus travelling and accommodation expenses as necessary.

Meetings for dentists

For evening meetings with local dentists we can cover one or more of the following topics.

- 2009 for GDS and PDS practices
- NHS tendering
- NHS practice sale and purchase
- Successful negotiations with PCTs

Workshops for LDCs

LDC workshops can cover whatever topic is needed.

- Contracting options and developing local commissioning
- Negotiating successful outcomes with PCTs/LHBs.
- 2009
- NHS practice sale and purchase
- NHS tendering: the role of LDCs
- Contract variation.
- Dispute resolution
- The role of LDCs.

Tender training

Our two-day tender training workshops for small groups of nine participants have been a sell-out. If you are aware that the PCT/LHB is going to tender some services in your area soon, we are happy to arrange tendering workshops for practitioners locally who are intending to bid. We charge £550 plus VAT for BDA members and £1000 plus VAT for non-members. These events can be organised at reasonably short notice so that you can respond to the needs of your local practitioners.

A booking form and further information about these events are enclosed. Please complete and return to Maribeth Lomax at the BDA (m.lomax@bda.org) If you would like to discuss the options in more detail please contact me on 020 7563 4154, p.stayte@bda.org.

Yours sincerely

PS Stayte

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