Update from Wiley

Janet Broome – Senior Sales Account Manager
• Lord Carter Review Published 6th Feb 2016 – health improvements and efficiencies in the NHS
• 131 Trusts are in deficit – Feb 2016
• NHS England needs to make £30bn cost savings by 2020/21
• Freeze on non-pay budgets in many Trusts
• Publishers need to demonstrate value for money
• Health and Social Care Bill – focus on creating Integrated Care Organizations – (ICO)
• STP – Sustainability and Transformation Plans (44 Trusts have been identified to implement)
• Nurse Revalidation introduced April 2016
• Four Pillars of NMC – Prioritise People, Practise Effectively, Preserve Safety and Promote Professionalism and Trust
• Knowledge for Healthcare – Framework published 2016
NHS Framework

- As an NHS Trust you can purchase with confidence
- Work in partnership with Procurement Managers
- For some purchases Jim Mackey – Chief Executive of NHS Improvement has written to Trusts requesting they purchase off “framework” agreements only

Promoting we are on the Framework with a new Medical and Nursing Collection Flyer demonstrating breadth of content and value for money

Many Trusts still purchase title by title which can be very costly – our renewal quotes include an upgrade fee to the collection
NHS Framework

- Last Year we began electronic welcome packs these have been developed further
- New range of posters to promote resource
- Welcome Packs include linkresolver settings – if local resolver settings are not set-up then you will not be able to access the content purchased
Mental Health

- Total Health and Wellbeing
- Focus on Mental Health
- Promoting Mental Health Journals, Psychology UBCM, mental Health online books and EMRW’s to coincide with Mental Health Awareness Day 10th October
Usage Based Collection Model
- Access to all Medical and Nursing Online Books for a fee
- After 12 months decide which titles to own
- Selection is based on evidence
- Offering a pint to digital discounts on textbooks

Online Books

Usage-Based Collection Management Healthcare Collection

Developing an evidence based online book collection

Wiley's Usage-Based Collection Management Model (UBCM) is a flexible, evidence-based approach to building your digital library. This model allows an NHS Trust to provide breadth of online book content in the following Healthcare Specialties:
Supporting Nurse Revalidation

- Nurse Revalidation
- Revalidation – “Nursing Demands Evidence”
- RMMO Case Studies
- Mapping Trusts with RMMO subscription and no Journal subscriptions to target our Nursing Journal offering to support revalidation
- Meeting with Four Seasons Healthcare to discuss offering Nursing Journals as part of their revalidation resources
- Royal Marsden Monthly Newsletter – featuring articles and case studies from Customers
Support for Cochrane National Provision
- Monthly Newsletter featuring customer articles and case studies
- Increased Usage 17%
- CCA User Guide
- CCA Trainer Cheat Sheet
- Monthly meeting with Cochrane Team
- Webinar: Social Evidence – New Ways of Using Cochrane Library

Other Activities
Questions?