

# ACCESS BTS VIA SUPPLIER

01.

## SUPPLIER DESIRE

*Suppliers are keen to support patients & HCPs that their products treat, they are keen to be seen as, and to be responsible despite some perceptions to the contrary.*

02.

## REGULATIONS, BUDGETS, TARGETS

We have over 20 years experience with industry, ask them to provide this resource instead of lunch, **the 10 step plan has taken into consideration everyone's regulations, targets & budgets. It satisfies them all, follow the steps outlined**, and tell them your access availability.

03.

## 10 STEP PROCESS FOR SUPPLIER PROVISION OF BTS

- 1.Collate numbers (Clarify any interested parties within **your** department)
- 2.Short-list top 3 ABPI/ABHI suppliers = 6 companies
- 3.Ask Consultant level supervisor to email 1 preferred supplier
- 4.Invite supplier to meeting or email request for sponsorship –cc SS
- 5.SS and supplier will negotiate, SS on your behalf if necessary
- 6.If supplier declines SS will email cons, target supplier no. 2 (Step 4)
- 7.Funding = SS send Books to payee, payee confirms delegate email address'
- 8.Payee must deliver books to delegates within 28 days of receipt from SS
- 9.Programme accessed and completed
- 10.SS sends certificates of completion to payee

**Payee must hand-deliver to consultant – proof of provision and completion**

04.

## ACCESS AVAILABILITY POTENTIAL \*CONTRACTED ACCESS

- Step 3 – They will be happy for your communication
- Step 4 – Meeting or email communication access
- Step 7 – Allow them access confirm delegates Meeting for clarity
- Step 8 – Allow access to delegates or drop off point
- Step 10\* – Contractual access for SS records & certificate delivery

05.

## WHY THEY WILL/SHOULD SUPPORT YOU

Social responsibility and the opportunity to discuss their products and services are all they require in return. **Having an issue that needs resolving that their product, or service, MAY help with is a very good platform for collaboration** They will want to interact with you meaningfully and the access to implement BTS will also offer a chance to optimise your service concurrently.

If your service is optimised and you have no significant issues, they will want to maintain this. If they do not want to maintain this and they are not supporting service optimisation, then you now have your problem! You need someone who will! (Step 6)

