

CCG 'tames' private sector

20 March, 2012 13:41



Secure contracts stop "greedy" private providers from taking advantage of their new increased involvement in the NHS, a [commissioning](#) GP has claimed.

Dr Kosta Manis, GP-Commissioner of the Year, from Bexley [CCG](#) said the idea of no private sector input in the NHS is "utopian", thanks to the "massive deficit" between patient expectations and what the state can afford.

Far from fearing private providers, Dr Manis said he has found a way of taming their input. "There are two types of private providers, the greedy ones and the intelligent ones," he said. "We have managed to control the private sector as the contracts we have drawn up do not allow unreasonable private providers to take advantage of the NHS's limited resources."

Dr Manis also said CCGs stand to reap financial rewards through intelligent "handling" of the private sector.

"Intelligent providers know that they will only start to see profits in the last year of the three-year contract," he said.

"By offering them the right terms, you will end up sharing their third year profits."

Paul Zollinger-Read, Medical Advisor and Clinical Lead on Primary Care at the King's Fund, agreed solid contracts hold the key to getting the best from the private sector.

He urged the NHS Commissioning Board to focus on being a resource for CCGs to help them build the skills to generate contracts, rather than prioritising its regulatory and performance management duties, if commissioning GPs are to secure the best services and outcomes.

Bexley CCG has been working with private firm McKinsey, who declined to respond to Dr Manis' comments when asked by *GPB*.

By Louise Naughton