

CIPFA Procurement Event

Introduction to the Provider Selection Regime for Practitioners

Zoom Event

22 July 2025

Purpose

It is now over a year since the Provider Selection Regime (PSR) came into effect from 1 January 2024, with relevant authorities (NHS England, Integrated Care Boards, NHS trusts, NHS foundation trusts, local authorities and combined authorities) required to comply with the new rules when procuring Health Care Services within scope of the PSR. This event has been developed to provide a detailed practitioner overview of the PSR regime, which will act as a refresher for experienced colleagues and an introductory guide for those new to this area.

Learning Outcomes

Key learning outcomes include: -

- Understand how to practical apply key PSR provisions to your contracts.
- Find out how to navigate through complex cases and avoid challenge/ complaints.
- Importance of maintaining sophisticated knowledge of provider landscape and how to evidence this.
- Managing PSR in the face of limited resources and staff retention.
- Hear expert analysis of key panel decisions to date.
- Get answers from experts to your PSR questions.

Who Will Benefit?

The event will support heads of procurement, senior finance, procurement lawyers, project managers, senior auditors and contract managers with strategic responsibility of the procurement function. It will also benefit other practitioners who are responsible for delivering health services contracts.

Programme

09.20– 09.30

Join the Webinar

09.30 – 09.35

Welcome, Introductions and Overview of the Event

Mohamed Hans, Manager

CIPFA Procurement & Commissioning Network

09.35 – 10.45

Understanding the Provider Selection Regime

This session will review current guidance and best practice of pricing in tenders to fairly evaluate suppliers price on a like for like basis. The session will cover:

- Backgrounds and context
- Scope of PSR
- The five contract award processes under the PSR
- Procurement principles
- Dealing with mixed procurements
- Framework agreements
- Decision process
- Transparency and record keeping
- Standstill period
- Provider representation and Review Panel
- Updates to Provider Selection Regime statutory guidance

10.45 – 11.00

Comfort Break

11.00 - 12.00

Practical overview of the PSR

This session will practically demonstrate application of the PSR to real work case studies. The session will cover:

- Common grounds for challenge
- Find a Tender notices – which notices do you use?
- Contract modifications
- Managing urgent situations
- Key panel decisions to date

12.00 – 12.15

Discussion, Questions, Next Steps & Close



CIPFA Sustainability Policy

CIPFA is delivering all of our training courses, workshops and seminars in accordance with our sustainability strategy. We do not provide hardcopy course materials to delegates and these are now distributed by email in advance of the event. We are striving to reduce our carbon footprint in every way that we can, and we hope that we can count on your support.