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# Foreword

The NHS landscape will almost certainly start to look different throughout 2010 as we enter a period of significant change.

Before May 2010 we will have a general election and healthcare remains one of the key areas where promises are made to make improvements and to win votes. Whether this results in a change of Government or not, we are likely to see more changes to policy and structure as a result.

This, tied in with NHS planned spend coming to an end in April 2011 and the expectation that the NHS needs to save £15-20 billion of their £100 billion budget over the next five years, will, in itself, induce further change to policy and structure. A leaner NHS means that those working in the health service will have to find 'smarter' and more efficient ways to provide services without compromising patient care. A tough ask but this is where suppliers and service providers to the NHS can make a difference. Products and services that can be genuinely presented as cost-saving or time-saving will be looked upon favourably in the decision-making and buying process.

We are also entering a new era of NHS procurement with the emergence of Commercial Support Units (CSUs) all due to be in place by April 2010. These CSUs, plus other new and existing organisations, not only take over the role of NHS PASA, which was disbanded in 2009, but also add a commercial focus to commissioning.

Plus, if that wasn't enough to take on board, we also have the pressing 'green' issue to address. As of this year, and as part of the *Saving Carbon, Improving Health* policy, NHS trusts will be expected, by law, to produce carbon emissions statements. Whether we like it or not, carbon reduction is here to stay and for anyone working in, or with, the NHS it has to be a priority from 2010 onwards.

The NHS Guide has been edited to reflect the changes to the UK NHS since the last edition. Some dated or superfluous information has been removed. Comments, positive or not, are as always welcome.

Sarah Eglington  
Editor  
sarah.eglington@binleys.com