



## Personal Profile & Qualifications

### Key Experience

- ① Service reviews, service specification, redesign, mobilisation and change management.
- ① NHS commissioning, negotiation and contract management across a number of health economies and NHS Trusts, including commissioning services from the private sector
- ① Strategic commissioning
- ① Experience of the NHS, private sector and third sector organisations at senior management and director level
- ① Strategic and Business Planning, business case development
- ① Benchmarking
- ① Training and mentoring - trained facilitator
- ① QIPP reviews and VFM assessments
- ① Impact Assessments
- ① Clinical engagement and of involving services users in service review and design.
- ① Performance management
- ① UK Passport Holder
- ① Director Emmaus North Staffordshire

### Key Qualifications

- ① Master of Business Administration
- ① MHSM

**Location:** West Midlands

### Professional Profile

Charles is an experienced skilled and professionally qualified management consultant with extensive NHS commissioning experience and a successful track record of working across organisational boundaries to develop strategic plans, lead and implement changes which provide beneficial outcomes.

Charles is a team player, outcome focussed, commercially aware, open minded and specialises in commissioning, planning, problem solving, service review and redesign.



## Personal Achievements

- ① Negotiated and managed a wide portfolio of high value acute & non acute contracts to agreed specifications achieving targets and agreed outcomes
- ① Reviewed key health service areas and implemented change including; Emergency and Urgent Care, planned care, CAHMS, joint disabled Children's service (with Derby UA) assisted conception, (peer reviewer for RCOG guidelines) and Renal Services
- ① Director of Emmaus North Staffordshire, 2019 to present
- ① Board member Derby Youth Offending service
- ① Set up the Amber Valley Local Strategic Partnership and led successful SRB3 bid
- ① Developed successful community resource/healthy living centre
- ① Led development of Southern Derbyshire HA child health strategy, involved children in assessing needs, highlighted as a good practice example nationally
- ① Set up Health Panel to explore the public's views on local priorities, key policy areas and services and ensuring that the findings of this work informed policies

## Career Summary

Consultant February 2011 to present

### Completed assignments

- ① Undertook a high level, rapid diagnostic appraisal of General Practice and PCO funding flows, (total value c £333m) for Lancashire and South Cumbria ICB and provided report to inform forward plans for L&SC localities and Primary Care Networks.
- ① Supported a review of Radiotherapy Services in Jersey which was successfully presented and received by Parliament.
- ① Successfully developed a Business Case for Lancashire & South Cumbria ICS for the development of Community Respiratory Diagnostic Services.
- ① Undertook a role as Technical Advisor to North West Adult Eating Disorder and Cheshire and Merseyside Lead Provider Collaboratives, working as a member of the programme team, leading the due diligence exercise, supporting development of the business cases (leading on needs assessment and finance) and the successful mobilisation following transfer of commissioning responsibilities for tier 4 services from NHSE. Directly liaised with key clinicians, Trust and NHSE Directors and private sector commercial managers.
- ① Developed the indicative workforce plan, for the St Vincent's Hospital Dublin, business case to provide new mental health facilities and services for the Health Service Executive, Ireland.
- ① Supported major review of Urgent Care services by undertaking an Impact Assessment for all Urgent Treatment Centres throughout Sussex.
- ① Supported Trafford CCG's QIPP Programme as sponsored by NHS England focussing on Respiratory Care, Ophthalmology and Urgent Care.
- ① Undertook review of Orthopaedics for Eastern Cheshire CCG as part of NHS England QIPP Programme.



- ① Lead the negotiation of the high profile MSK contract between Circle plc. (c £90m) and Greenwich CCG, lead the Acute and non-acute contracting portfolio; liaison with SE London CSU, and supported CCG's QIPP programme
- ① Due diligence exercise for private sector provider (acquisition of NHS contracts) with Modus Health Solutions
- ① Managed the contracting team for Shropshire CCG, managed and led the negotiation of acute contracts
- ① Successfully supported NHS Staffordshire CCG with the Commissioning round and the Better Care Together Strategy. Led development of programme and planning for the contracting round (with Midland and Lancashire CSU.)
- ① Supporting NHS Staffordshire CCG post dissolution of MSFT, leading on contract stabilisation and member of QIPP programme board
- ① Supported Leicester City CCG in commissioning services from University Hospital Leicester Trust.
- ① Reviewed and led contracting process for NHS Gloucester CCG
- ① Contract management of key acute contracts for North West London CSU total value >£100m
- ① Interim Head of Contracting for NHS Isle of Wight, and NHS North East London and the City
- ① Interim Head of Contracting, Hillingdon Hospitals NHS Foundation Trust - successfully negotiated agreed and managed contract with NWL cluster
- ① Reviewed contracting arrangements and validity tested the QIPP plan between Great Western Hospital & NHS Swindon.
- ① Review of business support functions, Coventry and Warwickshire Partnership Trust

#### Consultant, Public Sector Consultants November 2008 –January 2011

- ① Review of Continuing Healthcare for NHS Leeds
- ① Development of Joint Venture between NHS South Birmingham, Healthcare at Home and Age Concern for End of Life Care services
- ① NHS Leicester City AD Commissioning covering acute, mental health and specialised commissioning lead for the Strategic plan, managed the Annual Operating Plan process.
- ① Worked with East Midlands Specialised Commissioning to ensure plans / priorities were coherent and integrated.
- ① Board development, executive coaching and training

#### Independent Management Consultant. April 2007 - October 2009

- ① Interim Assistant Director for Acute Commissioning NHS Leicester City,
- ① Interim Assistant Director Commissioning for unscheduled and emergency care NHS Warrington



- ① Led, planned and commissioned new intermediate care service for NHS Warrington
- ① Interim general manager South East Essex LIFTCo
- ① Business plan for St Luke's Community Interest Company Southend
- ① Business start-up for independent psychological therapy service

#### Head of Strategic Development, Derby City PCT April. 2005 – March 2007

- ① Responsible for long range strategic planning and performance management, developed plans in line with national policy for health reform and local public health priorities, ensuring targets were met and financial balance maintained.
- ① Developed the local framework for Practice Based Commissioning (PBC) launched in 2006 with two large groups in place, (later to become CCGs)
- ① Developed Commissioning Strategy
- ① Developed the Southern Derbyshire Strategic Services Development Plan for 2005-10
- ① Led development of Local Delivery Plan (LDP) 2007/08 – all key targets met
- ① Developed acute activity/capacity plans for all major providers. (Under PBR arrangements this activity had a value of £140m and the variance to plans in 2005/06 and 2006/07 was <0.1%)

#### Head of / Director of Commissioning, Central Derby PCT April 2000 – March 2005

- ① Project lead for and successfully set up Central Derby PCT one of the 1st 14 PCTs
- ① Responsible for all PCT commissioning and delivery of key targets.
- ① Health Community lead for mental health commissioning under local collegiate arrangements
- ① Developed and managed delivery of the PCT's local delivery plans
- ① Managed the PCT's business relationship with the Trent Strategic Health Authority, achieving positive performance review results
- ① Set up and ran the Derby City Mental Health forum and GP training workshops
- ① Lead on long term conditions introduced new COPD pathway, reviewed and implemented revised diabetes care pathway
- ① Member of Southern Derbyshire LIFTCo partnering board, planning and design of 3 new facilities

#### Previous Positions

Charles held various roles positions with Southern Derbyshire Health Authority (from 1992-2000) including: Partnership Manager, Business Analyst, and Contracts Manager. Prior to this Charles worked in Medical Physics.