

Clinical & Healthcare Sector

Date: Thursday 18th May 2023

Time: 15:30 – 17:00

Venue: Monument Meetings,
20 St Dunstan's Hill, London,
EC3R 8HL



APSCo
United Kingdom



Agenda

15:00 Registration & refreshments

15:30 Welcome & introduction

Benton Robertson, Founder and Managing Director, Hunter Gatherer AHP

15:35 APSCo update

Shazia Imtiaz, General Counsel, APSCo

15:40 The Future of the Healthcare Market 2024 and beyond

Jon Waters, Business Development & Client Solutions Director, NHS Professionals

Will Laing, Operations Director, NHS Workforce Alliance

Richard Legate, Sourcing Director, Health Trust Europe LLP

During this round table meeting Benton, will be joined by Will, Jon and Richard who will facilitate discussions surrounding the well documented challenges for the sector. They will discuss how to navigate obstacles with best practice techniques, and how to work together to ensure improvements from a client and recruitment perspective. They will also explore opportunities you may expect in the sector for 2024 and beyond, to help you develop future growth strategies. Please come armed with thoughts, recommendations, ideas to help facilitate the debate.

Topics include:

- Candidate shortages and challenges of resource planning
- Impact of strike action and candidate disquiet over-pay and conditions
- Regional competition for skills

16:20 Panel discussion and Q&A session

After each short presentation you will have the opportunity to ask questions and be involved in an interactive and collaborative discussion – please come armed with questions as this is a fantastic opportunity to hear from the experts and take away data and information that could help drive your business growth in 2023.

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APSCo wants to ensure that its meetings are useful and beneficial whilst staying within the law. In compliance with UK competition law, any discussions at meetings should not involve any exchange of sensitive commercial information, e.g., pricing or components of pricing which may appreciably prevent, restrict or distort competition, or any discussion/agreement about whether or not to work with particular clients. All our meeting chairs are briefed not to allow discussions to stray into such territory, but we would ask you to be mindful of this during networking sessions.

Speaker Profiles

17:00 Networking drinks



Will Laing

Will Laing is the Operations Director for the NHS Workforce Alliance, jointly reporting to the senior management of all five partner organisations, and responsible for the overall success of the Alliance in driving positive outcomes across all areas of workforce management for the NHS.

Previously, Will was the Account Director - Department of Health and Social Care for Crown Commercial Service, during a period when the commercial engagement with the health sector grew significantly.

Will has an extensive background in NHS procurement since taking his first role with NHS Supplies Northwest division in 1995. From 2000 to 2010, Will worked in various commercial and managerial roles in the NHS Purchasing and Supply Agency (PASA), which has given him insight into the challenges and opportunities in the NHS.

An MBA graduate of Manchester Business School, Will enjoys football, reading, music, cinema, and cooking in his spare time.



Jon Waters

Jon is the Business Development & Client Solutions Director for NHS Professionals, where he is responsible for new business, new services/service evolution, bids and strategic partnerships. His role encompasses trust, ICS and national programme engagements.

Before joining NHS Professionals two years ago, Jon worked in MSP/RPO in the private sector, most recently spending 10 years in solutions and client services roles for the Adecco Group/Pontoon, latterly as Group Solutions Director for Adecco UK. Prior to that, Jon worked for Capita at the BBC. Jon started his career in recruitment and search roles in the consumer goods sector.