


Maximising Your NHS Income

Practical Actions That Work

 10:00am – 4:30pm

 etc. venues Manchester, 11 Portland Street

Our sponsors:



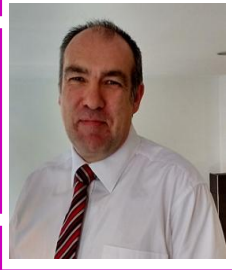
Supported by:



Agenda

Time	Session
10:00–10.30	Registration, Breakfast and Networking
10.30–11.00	Welcome & Introduction
11.00–12.00	Understanding the Basics Masterclass
12.00–13.00	Lunch
13.15–14.15	NHS BSA: Making the Right Claim
14.15–15.15	Services – Resetting your Focus
15.15–15.45	Break
15.45–16.15	Bringing it to Life
16.15–16.30	Event Wrap-up

Speakers



Fin McCaul (CPGM)



Fin is Managing Director of Prestwich Pharmacy and Vice Chair at CPGM. His role at CPGM involves leading on Contractor engagement and workforce development. He has also worked with a variety of public health groups. As well as this, Fin is a CPE North-West Regional Representative, Chair of the CPE's Services Development Subcommittee and is part of CPE's Negotiating team.



Mark Gibbon (NHS BSA)



Mark's role as the Business Engagement Lead allows him to support and educate stakeholders and customers. He regularly hosts and presents at events to pass on his vast experience supplying valuable advice. Mark also promotes the valuable work completed by NHS Prescription Services and the wider NHSBSA.



Louise Gatley (CPGM)



Louise has been a Community Pharmacist since 1994, graduated from Bradford and has a background in Community Pharmacy as a Contractor, Employee, and Locum. She has worked within LPCs since 2008, first as Chief Officer of Bolton and later also with Halton, St Helens, and Knowsley. Since 2023, she has been Director of Services and Contractor Support at CPGM. Alongside this role, she is a Superintendent Pharmacist of an independent Community Pharmacy and a committed guide dog puppy raiser.

Speakers



Rikki Smeeton (CPGM)



Rikki has over 20 years' experience working across Community and Outpatient Pharmacy settings and has been a registered Pharmacy Technician for 12 years. Since joining the CPGM team in 2017, she has held several roles including Project Implementation Lead, Commissioned Services Manager, Senior Responsible Officer for Primary Care Network Engagement and now holds the position of Pharmacy Contract & Services Technician. She is also a member of the Greater Manchester Lead Pharmacy Technician Network.



Elaine Hand-Griffiths (CPGM)



Elaine has worked as a Community Pharmacist for over 30 years including in senior roles for some of the UK's largest Pharmacy multiples. She now works as a Director of PennineACT, providing support for businesses and individuals with regulatory and professional standards alongside coaching and mentoring services. Elaine works for CPGM as a Services Support Pharmacist helping Contractors meet contractual requirements and maximise the NHS services opportunity. She also attends GM patient safety meetings on behalf of CPGM.

Sponsors



Lupin Healthcare – Peter Galloway

Lupin Healthcare delivers affordable, sustainable, high-quality medicines where they're needed most – supporting the UK healthcare system. They specialise in building brands with complex molecules and applying innovative thinking. They are entrepreneurial and collaborative, combining global strength with local autonomy to tackle unmet needs.



Real World Analytics (RWA) – Adele Curran

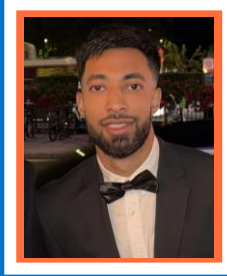
Founded in 2013, Real World Analytics (RWA) set out with a clear mission: to demystify data for Pharmacy retailers, transform information into actionable insights, and empower customers to achieve greater success. RWA expanded into the UK in 2016, sparking a new era of data-driven performance for Pharmacy groups. Today, RWA Pharmacy stands as a trusted leader in Pharmacy-sector business intelligence.



RxBridge – Jake Barclay

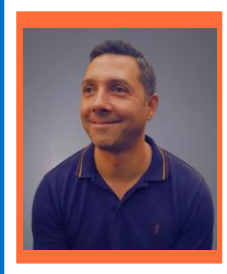
RxBridge provide Pharmacies fast, flexible access to working capital. They can unlock funding of up to 3x your monthly NHS payments, so you can stock up, invest, refit, or grow without cashflow pressure. If you're curious how much funding your Pharmacy could access (and how quickly), grab Jake for a quick chat.

Sponsors



Skills4Pharmacy – Fardeen Ahmed

Skills4Pharmacy is a Pharmacy Apprenticeship Training Provider dedicated to initiating and furthering the careers of Pharmacy Assistants and Pharmacy Technicians. They deliver high-quality clinically grounded training programmes to Apprentices and have a team of tutors ready to guide and support Apprentices on their journey to certification.



Velresco – Mark Whittaker

Velresco is dedicated to supporting Community Pharmacies as they adapt to a rapidly evolving commercial landscape, ensuring they remain resilient, competitive, and ready for future opportunities. They have developed a proven and practical approach that enhances workflow, role efficiency, and prescription flow – refined over 15 years in partnership with more than 250 Pharmacies across the UK and ROI.

Getting To The Venue



How to find etc.venues Manchester

etc.venues Manchester is conveniently located close to mainline stations, tram and bus links at 11 Portland Street



By Train

Manchester Piccadilly station
(*approx. 5 minutes walk*)

Exit the station toward Piccadilly. Once outside walk across the silver arched pedestrian bridge following the pavement down to street level keeping the Doubletree hotel to your right. Cross over Ducie Street and up Aytoun Street following the tram tracks slightly uphill keeping and passing the Holiday Inn on your right. At the Junction with Portland Street cross Aytoun Street and the entrance to 11 Portland Street is directly in front of you. We are on the 8th floor.



Manchester Victoria station

This is a 15 minute walk so we would recommend that you take the Metrolink tram in the direction of Piccadilly. Alight at Piccadilly Gardens. Cross over the road towards the Slug and Lettuce so it is facing you, turn left and walk to the end of the street, the entrance is on this corner where Portland Street meets Aytoun Street.



By Bus and Tram

Piccadilly Gardens



(*approx. 2 minutes walk*)

This is a main transport hub for Metrolink trams and buses and is a 2 minute walk from the venue.



Car parking

The venue is close to a number of car parks:

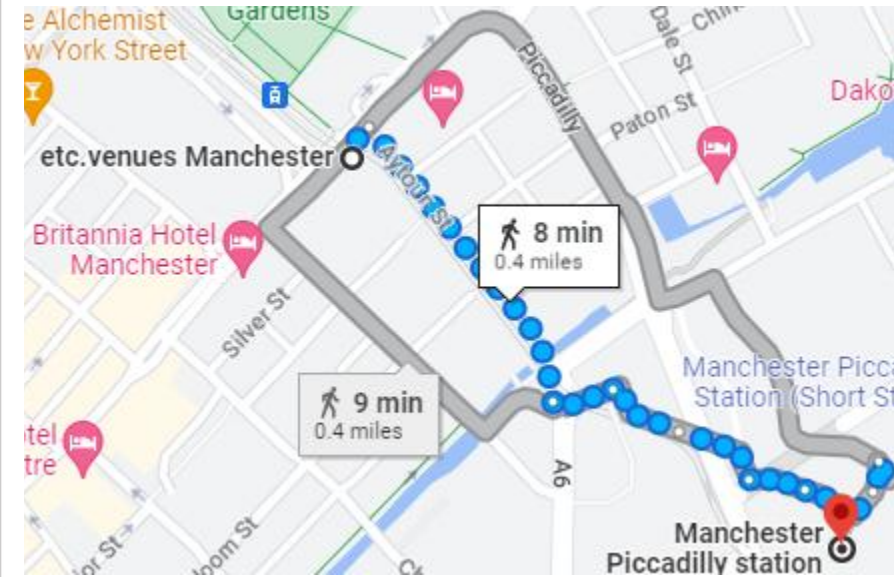
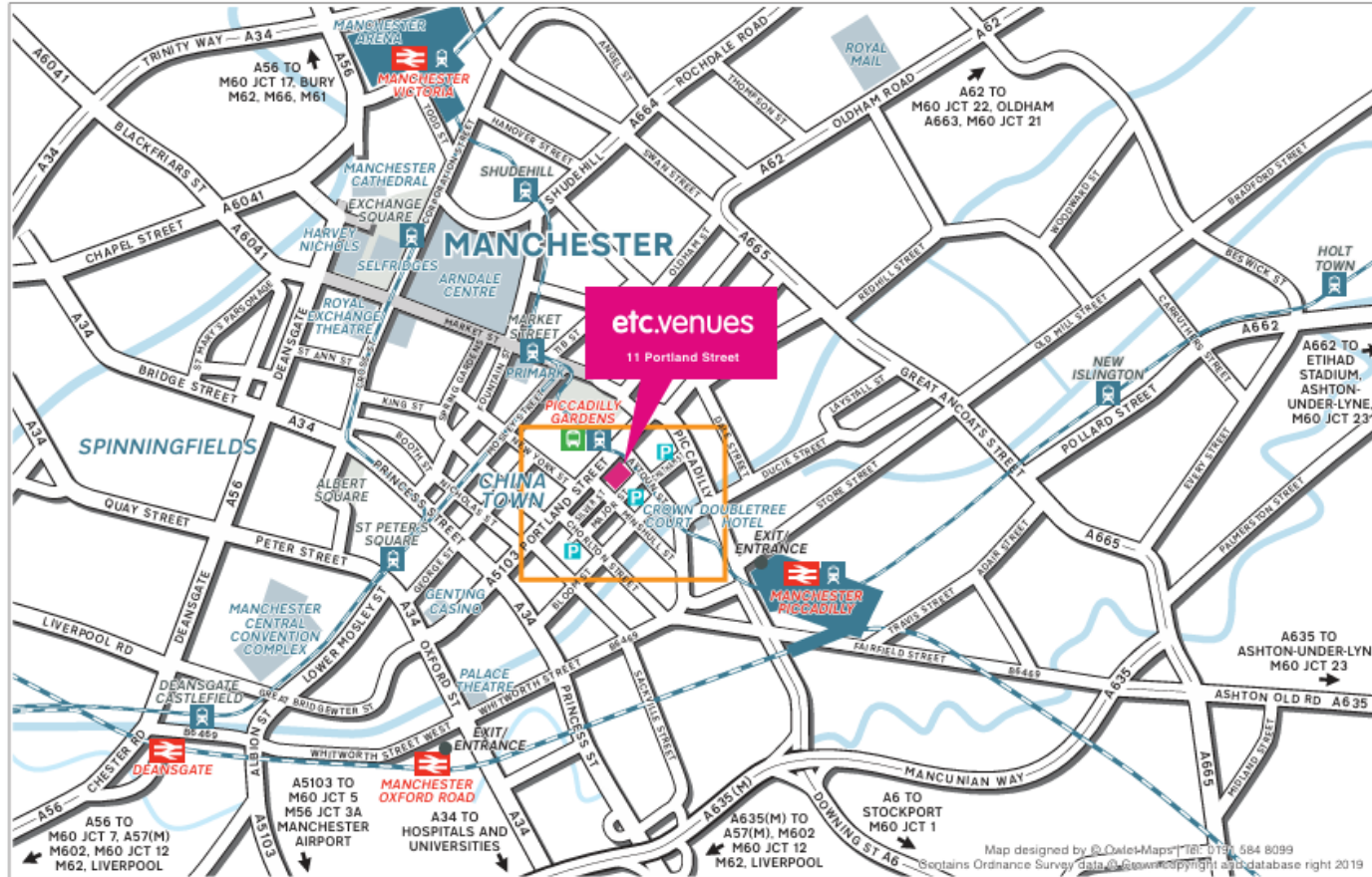
Manchester Minshull Street (operated by SIP) - Minshull Street, M1 3ED

Manchester Piccadilly Gardens (operated by Manchester City Council) - Chatham Street, M1 3AY

Manchester Chorlton Street (operated by NCP) - Chorlton Street, M1 3FY

Please refer to each provider's own webpage for early bird and discount offers.

Getting To The Venue



8th floor, 11 Portland Street, Manchester M1 3HU

With Thanks To Our Sponsors:



Please note: Our sponsors have had no influence over the agenda, selection or speakers or any other arrangements.

