

SALUS: DIGITAL SERVICES FOR NEW HOSPITALS

Independent advisory support to shape, assure and govern digital services for New Hospital Programmes.

Delivering Meaningful Impact
Across NHS Healthcare





SALUS: DIGITAL SERVICES FOR NEW HOSPITALS



Introduction



The design and delivery of new hospitals offer a chance to build strong digital foundations. This requires a clear digital strategy, defined operating models, and effective governance to integrate digital aspects into broader capital and transformation efforts.



Salus – Digital Advisory & Assurance Services for new hospitals provides independent consultancy support to NHS and public sector organisations on new hospital and major capital programmes. The service supports planning and governance of digital services without assuming delivery or operational management responsibilities.

In practice, this means helping organisations make confident, well-governed digital decisions early in new hospital programmes, reducing downstream risk and rework.

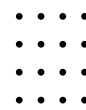
Why St. Vincent's Consulting



St. Vincent's Consulting supports NHS and wider public sector organisations at critical points of digital, clinical and organisational change, where decisions are complex, scrutiny is high, and the margin for error is small. Our work sits at the intersection of strategy, governance and delivery reality, helping organisations make decisions that are both ambitious and implementable.

We provide independent, buyer-side support, acting in the organisation's interests rather than representing technology suppliers. Our approach combines practical delivery experience with a strong understanding of clinical safety, information governance and public-sector assurance, enabling organisations to progress change with clarity, confidence and appropriate oversight.





Service Overview



Salus – Digital Advisory & Assurance Services for new hospitals are delivered across the following service areas. Each service area may be commissioned independently or combined as part of a broader advisory engagement, depending on organisational requirements.

All services are provided on an advisory basis only and exclude programme delivery, construction management, system implementation, operational readiness delivery, live service operation and managed services.

Salus services are structured across the following service categories:

- Digital strategy and vision advisory
- Target operating model and capability advisory
- Architecture and design assurance advisory
- Programme governance and assurance advisory
- Digital readiness and transition advisory



When buyers typically use this service

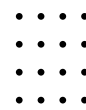
Buyers typically engage Salus for new hospitals when they are:

- Developing digital strategy and operating models for new hospital programmes
- Preparing Strategic Outline Cases (SOC), Outline Business Cases (OBC) or Full Business Cases (FBC)
- Defining digital scope, affordability and sequencing within capital programmes
- Seeking independent assurance of digital architecture and design proposals
- Aligning EPR platforms and core clinical systems with future hospital design
- Strengthening governance and readiness ahead of national or local assurance reviews

Engagements typically support:

- Clearer and more defensible digital decision-making within new hospital programmes
- Reduced risk of misalignment between capital investment and digital capability
- Improved readiness for national assurance and approval processes
- Stronger governance, oversight and executive confidence





Service Features & Capabilities



Digital Strategy & Vision Advisory

Early digital decisions shape long-term clinical, operational and financial outcomes. This service area supports organisations in defining a clear, future-focused digital strategy aligned with new hospital objectives.

The services include:

- New hospital digital strategy development
- Digital operating model and service design advisory
- Alignment with national digital and estates programmes
- Advisory support for Strategic Outline Case (SOC) and Outline Business Case (OBC) development
- Benefits definition and investment rationale support



Architecture, Design and Integration Assurance

Robust digital and technical design underpins safe, interoperable and future-proof hospitals. This service area supports assurance of digital architecture and integration planning.

The services include:

- Solution and enterprise architecture advisory for new hospital contexts
- Digital infrastructure and integration design assurance
- Interoperability and shared records planning
- Advisory support for data migration and system alignment
- Design review and technical assurance

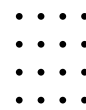
EPR and Core Clinical System Alignment Advisory

New hospitals require early alignment between digital strategy, EPR platforms and clinical workflows. This service area supports planning and assurance activities to reduce downstream risk.

The services include:

- EPR strategy and platform alignment advisory
- Clinical workflow and system dependency assessment
- Advisory input to sequencing and readiness planning
- Governance and decision-support documentation





Programme Governance and Assurance Advisory



Independent advisory support strengthens oversight and readiness across complex capital programmes.

Service features include:

- Programme and digital governance advisory
- Readiness and dependency assessment
- Risk identification and mitigation advisory
- Executive and board-level decision support



User Information, Guidance & Support

Buyers are provided with appropriate guidance, documentation and advisory outputs throughout engagements. This may include briefing materials, analysis outputs, assurance reports and recommendations to support auditability and internal ownership.

Onboarding and Offboarding

Onboarding activities confirm scope, objectives, governance arrangements and information requirements. Offboarding includes structured handover of advisory outputs and recommendations following engagement completion.

Availability and Delivery Model

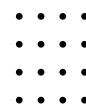
Services are delivered in collaboration with buyer stakeholders and operate within established governance frameworks. Engagements may be delivered remotely, on-site or through blended delivery models, depending on programme requirements.

Pricing and Commercial Information

Pricing is provided on a time-and-materials or fixed-price basis, depending on engagement scope and duration. Pricing details are published on the Digital Marketplace.

The service does not include construction delivery, system implementation, live system operation or managed services.





Certifications and Standards



Where applicable, service delivery takes account of recognised public-sector standards, guidance and best practice relating to digital transformation, architecture, estates programmes and assurance.

Procurement Information

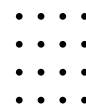
Salus for new hospitals is available to NHS and wider public-sector organisations through the G-Cloud 15 framework, under Lot 3 (Cloud Support).

Buyers may award Call-Off Contracts in accordance with the G-Cloud framework rules using the Digital Marketplace.

Additional Information

Further information, including service features, pricing and engagement options, is available via the Digital Marketplace. Buyers may request additional information to support evaluation and Call-Off Contract award in accordance with the Framework Contract.





Princess Alexandra Hospital NHS Trust New Hospital Programme Digital Strategy and OBC Advisory

Context:

The Princess Alexandra Hospital NHS Trust was a participant in the national New Hospital Programme, requiring the early definition of a digital strategy, operating models, and an investment rationale aligned with national policy and future service models.

Advisory support included:

- New hospital digital strategy and operating model advisory
- Advisory support for Outline Business Case development
- Alignment of digital, clinical and operational requirements
- Governance and executive decision-support

Impact

- Clear articulation of digital ambition for the new hospital
- Improved confidence in early-stage investment and design decisions
- Strengthened governance and assurance during business case development

Large Acute NHS Trust Digital Architecture and Design Assurance

Context:

An acute NHS Trust progressing a major new hospital development sought independent assurance that its proposed digital and technical designs aligned with national standards and anticipated clinical and operational needs.

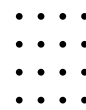
Advisory support included:

- Architecture and integration design assurance
- Review of digital infrastructure and interoperability proposals
- Identification of risks, dependencies and mitigation options
- Advisory input to governance and approval forums

Impact

- Clear articulation of digital ambition for the new hospital
- Improved confidence in early-stage investment and design decisions
- Strengthened governance and assurance during business case development





University Hospitals of Leicester NHS Trust EPR Alignment within New Hospital Development

Context:

University Hospitals of Leicester NHS Trust sought expertise to ensure that its Electronic Patient Record (EPR) system and broader digital strategy were aligned with the digital design of a new hospital development.

Advisory support included:

- EPR platform and capability alignment advisory
- Assessment of clinical workflow and system dependencies
- Advisory input to readiness and sequencing decisions

Impact

- Improved alignment between digital platforms and future hospital design
- Reduced risk of misalignment between EPR capability and capital investment

