

PARTNERSHIPS IN ACTION

Updates from the gbpartnerships group

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Practical insights

Case studies

News

Events

gb partnerships
GROUP

25
YEARS

Cost improvement planning for NHS estates and facilities

What if NHS Trusts could unlock millions in estates-related savings using a single, intuitive tool built on data they already have?

Our Consult team has been working on an answer to that question - to help with the current challenge of making robust estates decisions in uncertain times.

NHS Trusts are being asked to do more, with less, in an environment of continual structural change. Integrated Care Systems are changing, organisational boundaries are shifting, and financial pressures remain acute.

Estates and Facilities Management (EFM) costs are under intense scrutiny, yet the baseline data needed to make confident, credible Cost Improvement Planning (CIP) decisions is fragmented, complex and time-consuming to interpret.



Unlocking estates-led savings in a time of unprecedented NHS change

Trusts already hold vast amounts of valuable estates data. But turning hundreds of cost lines into a clear, prioritised and defensible CIP plan aligned to the Trust's strategic plan and operational reality requires time and capacity that many Trusts simply don't have available.

Without clarity, CIP discussions risk becoming reactive, subjective, or overly conservative - missing genuine opportunities for savings and value.

So, what if NHS Trusts could unlock millions in estates-related savings using a single, intuitive tool built on data they already have? Our proprietary **NHS EFM CIP Diagnostics Tool** is designed precisely for this moment.

It brings together national benchmarking, enhanced real-world operational data, and deep NHS estates expertise to give Trusts a rapid, evidence-based understanding of where efficiencies can credibly be achieved without increasing risk.

This is not a static benchmarking exercise. It is a practical decision-support tool, tested with Trusts, that translates complex data into clear, prioritised insight.

The opportunity: from data overload to confident action

We have recently created a NHS EFM CIP Diagnostic Tool that enables Trusts to:



Rapidly identify **high-impact savings** opportunities in their estates



Prioritise interventions based on **strategic** relevance, **risk** and **deliverability**

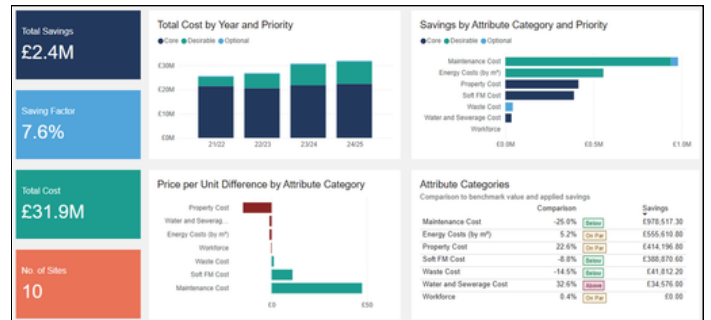


Uses a **Green Book-aligned** approach



Move CIP conversations from "where can we cut?" to "**where can we act safely and strategically?**"

By focusing attention on what really matters, the tool creates a defensible starting point for informed, constructive CIP planning.



Example NHS EFM CIP Diagnostics Tool dashboard - overview of savings opportunities for Trusts

Proprietary insight, not just public data

Our tool goes beyond publicly available datasets (i.e. ERIC). We embed real-world operational insight drawn from our own national portfolio, significantly enhancing the quality, realism and credibility of the benchmarks. This includes enhanced data and learning from years of managing complex NHS estates in practice, not theory.



Tested with NHS Trusts, refined through use



Our tool has been trialled, and positively received, by NHS Trusts in the North West of England. By incorporating their feedback and deeper datasets, the outputs reflect operational nuance and not just headline variances.

Trusts understand their estates but rarely have the time, tools or detailed benchmarking to analyse them at scale. Consultants can analyse but often lack the depth of operational NHS estates knowledge.

We sit in this gap, combining detailed sector knowledge, operational estates experience, and structured analytics in a way that others typically cannot.

How the tool works



The NHS EFM CIP Diagnostics Tool:

- Draws on **300+ ERIC data** fields across **40+ estates** cost lines
- **Benchmarks performance** at site, Trust, regional and national levels
- Applies **customisable comparators**, accounting for:
 - Location
 - Site type
 - PFI vs non-PFI arrangements

Crucially, the tool doesn't stop at benchmarking.

It applies a **structured review framework**, categorising estates and FM activities by:

- **Priority**: Core, Desirable, Optional
- **Strategic relevance**: infrastructure risk, workforce wellbeing, asset optimisation and more

This transforms raw data into actionable insight, enabling Trusts to focus on savings that are both meaningful and appropriate to their context.

Using this framework means that savings are then estimated in a structured way - modelling savings appropriately in context not only to the benchmarking but also by priority (core vs non core) and strategic relevance to the Trust.



Clear outputs leading to credible decisions

Outputs can be viewed at multiple levels from regional overview to individual site supporting:

- Executive-level decision-making
- Estates leadership discussions
- CIP programme development and assurance

The result is faster alignment, stronger evidence, and more confident prioritisation.

Start with a free diagnostics assessment

In a period of NHS transformation, clarity is power. Our NHS EFM CIP Diagnostics Tool can help Trusts find it quickly, credibly, and with confidence.

We can offer a free initial CIP diagnostics assessment using the tool, providing a high-level view of potential estates-led savings opportunities. Further support is available, from Trust-level deep dives to full, tailored delivery support.

Contact our Consult team to find out more about the NHS EFM CIP Diagnostics Tool and how it could help you uncover significant savings sitting within your estate.

Email: enquiries@gbpconsult.co.uk



Development of Integrated Health and Social Care Hubs and Centres in Powys

Powys' Regional Partnership Board (RPB) is a statutory legal body between the local council, health board, third sector and other stakeholders whose key role is to identify areas of improvement for care and support services in Powys.

The Welsh Government's Integration and Rebalancing Capital Fund (IRCF) is a new programme set up to directly support the "Programme for Government" priority areas of investment in Wales. There are three distinct priority areas: this commission was undertaken to address Priority 1 for funding: the development of integrated health and social care hubs and centres.

Powys RPB commissioned gbp consult to develop proposals for a "blueprint" of integrated health and social care hubs in Powys to support its vision of developing more holistic, integrated services which focus on prevention and wellbeing, helping communities to remain healthy and independent.

The blueprint will help to identify which assets already utilised by partners could be reconfigured as an integrated hub offering, ensuring a balance is offered between ensuring people can access the support they need, when they need it; and that hubs are sustainable.

Our approach

The key deliverable was a final report which proposed the suggested locations for integrated health and social care hubs, based on analysis of population, deprivation, age profile and travel distances.

Our work involved:

- Review of local and national strategies
- Analysis of population trends: density and age, notably 0-14 and 75+ year olds
- Analysis of deprivation trends
- Analysis of travel distances from main towns in Powys to access acute care and general practice
- Collation of an estate database
- Review of service provision across 13 Powys localities



- Development of maps to illustrate findings
- Detailed review of the 13 localities to determine type and number of estate/services provided for children, adults and older adults in line with local strategy "Start Well, Live Well, Age Well"
- Drew together findings to provide recommendations for the location of health and social care hubs in Powys

Results and impact

- A wide-ranging report and consolidated estate database, that summarises the Powys estate and services, demography and travel access to services
- An executive summary to provide the client with a concise evidence-based blueprint required to progress discussion with Board member and key stakeholders
- Recommendation to review further localities that are remote from the main service provision hubs to ensure equitable access to services
- This work has not only established a clear strategic direction for integrated care in Powys, but has also catalysed further support for development and the delivery of detailed locality level deep dives.



Celebrating 25 years of gbpartnerships

Our story began back in 2001, and for the past quarter of a century, gbp has grown, evolved, and delivered significant impact.

Thanks to the dedication and passion of our brilliant colleagues, and the trust, collaboration, and shared ambition of our clients and partners, we have helped create better places and stronger communities.

We will be marking this occasion in a variety of ways, one of which is honouring our commitment to the community and giving back. Our staff have chosen three wonderful charities to support during our anniversary year, and will be carrying out activities to raise money such as fitness challenges. Look out for their activities on LinkedIn - we hope you will support us in our fundraising efforts to help some great causes!



The charities we are supporting, selected by gbp staff...

- ★ **Spencer Dayman Meningitis Research** - Preventive treatment research into meningitis, sepsis and other associated diseases, plus awareness initiatives and peer support.
- ★ **Well Foundation** - Improving health and career prospects of young people facing adversity in Greater Manchester, focusing on areas of high deprivation.
- ★ **Playskill** - Supporting children aged 0-5 with physical disabilities and delays in Hertfordshire. Focuses on developing communication, movement, and key life skills. Delivers free therapeutic group play sessions, training, parental support, and family events.



Why estates strategy is now the NHS's most important enabler

Neighbourhood health is no longer an aspiration, it's the direction of travel for the NHS. As systems move toward integrated, preventative, community-centred care, one enabler stands above the rest: the estate. In our recent article, we explore why estates strategy is now critical to delivering neighbourhood-scale care, how health centres are becoming the operational hubs of ICSs, and what we're seeing across systems ready to move from ambition to delivery. **Read the article [here](#).**



TEAM NEWS

GBP GROUP STAFF UPDATES



New starters

Since our last newsletter, we have welcomed the following new staff to the gbp group. We continue to grow and are committed to investing in a strong workforce throughout our divisions to best serve our clients.

- Ken Yap - Group Commercial Director
- Daniel Mellon - Assistant Estates Manager (Manage)
- Mandeep Singh - Consultant (Consult)



We're always keen to nurture upcoming talent and have strong connections with organisations such as the University of Bath, from which we welcomed two placement students last year. We were delighted that Kirsten Huelgas, architectural student, has chosen to return to our Consult team to complete her Part 3 placement. Welcome back Kirsten!



L to R: James Lloyd, Elaine Siew, Paul Ferry.

Executive team changes

In April, we were pleased to share several important changes within our executive leadership team, which have now taken effect.

Paul Ferry, our Executive Chair since 2013, has stepped down to become a Non-Executive Director.

Elaine Siew, our previous CEO, has transitioned into Paul's previous role of Executive Chair. Elaine has led gbp partnerships since its inception, and her leadership, passion and dedication have shaped the thriving organisation we are today.

James Lloyd, who served as Deputy CEO for the past two years has now taken on Elaine's previous role as CEO of the gbp group. James joined the business in 2013 and has been instrumental in our commercial, operational and strategic development.

We look forward to Paul, Elaine and James' continued contribution as gbp enters the next phase of its journey.

EVENTS & AWARDS

HSJ Partnership Awards finalists

Our Strategic Estates Partnership programme with NCL was selected as finalists in two categories at the recent HSJ Partnership Awards. This recognition highlights the programme's positive impact, from enabling improved estate planning and transformation to supporting the wider system vision for integrated, high-quality care. Thank you to our colleagues and NHS partners who bring expertise, passion, and purpose to this programme.



News & insight

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