**Virtual Market Engagement: Digital Innovation –**

**Individual Sessions**

Time Slot – 45 minute per provider

* 10-15 minute presentation around the questions listed below
* 30-35 minute discussion time

Questions

1. Based on what has been discussed so far at the briefing on Thursday 4 February 2021, what is your understanding on what we are trying to achieve?

1. Can you demonstrate how you will support us to keep abreast of digital solutions and enable prescribers to develop an understanding of how this can be applied to best support peoples needs?
2. How can you demonstrate that you have actively supported a Local Authority through a significant programme of change in relation to the optimisation of digital solutions?
3. What methods have you used to build your relationships with your commissioners as well as the wider market and how would they rate you as a strategic partner?
4. Can you demonstrate how you would manage relationships to ensure effective equipment supply chain management of digital solutions in Kent?
5. How can you demonstrate where you have delivered innovative digital solutions that keeps people at the core of this and supports them to remain independent based on their needs?
6. Can you demonstrate how you can support us to measure satisfaction, outcomes, prevention, savings and support continuous improvement cycles of the service?