

## PHOTO STORY



More than 80 dentists, doctors, teachers, family, friends and colleagues packed the state-of-the-art clinic at one80dental in Totley, near Sheffield, on 15 January to mark the launch of the centre for advanced dentistry. The new facility will serve the region and provide patient solutions 'for all missing teeth: from a single tooth to complete full mouth rehabilitation'. The principal dentist is Dr Nigel Rosenbaum, specialist in prosthodontics who teaches at the University of Sheffield and is an examiner for the Royal College of Surgeons of Edinburgh.

## HONOURS, AWARDS, APPOINTMENTS

**New Dean**

**Professor William Saunders**, the UK's first Professor of Endodontology, has been elected to lead the Royal College of Surgeons of Edinburgh's Faculty of Dental Surgery. Professor Saunders will take over from Professor Richard Ibbetson from October 2014.

**Outstanding innovation**

The hapTEL virtual dental simulator developed by King's College London and Reading Universities was recently shortlisted by the Times Higher Education Awards under the 'Outstanding contribution to innovation and technology'. Representing the hapTEL team, **Professor William Harwin**, **Professor Margaret Cox** and **Dr Barry Quinn** attended the ceremony held at the Grosvenor Hotel in London.

**Foundation President**

**Tony Newton** has been elected as the new President of the British Dental Health Foundation, succeeding outgoing President, John Siebert. Tony now puts his combined dental, journalistic, corporate communications and management expertise at the Foundation's service. He is also part of the RAF media team with 7644 (media ops) Squadron.

**Most Outstanding Team Member**

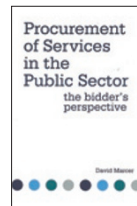
**James Nielson**, a clinical dental technician (CDT) from Gillingham, was awarded Most Outstanding Team Member at the 2013 National Dentistry Awards in Leicester. James was one of the very first people in the UK to qualify as a CDT.

**Elite athlete research grant**

Following on from research at the London 2012 Olympic Games, the **Eastman Dental Institute** has been awarded two grants to support a three-year PhD programme – by GSK and a prestigious UCL Impact PhD Studentship. The research will investigate the oral health of elite athletes, the determinants of oral health and impact of oral health on performance. The research is led by Professor Ian Needleman and Dr Paul Ashley in collaboration with the UCL Institute of Sport, Exercise and Health.

## BOOK REVIEW

## PROCUREMENT OF SERVICES IN THE PUBLIC SECTOR



D. Marcer  
Cambridge Academic  
price £11.95; pp 112  
ISBN 9781903499740

At a glance, this may not be everyone's first choice book to read. However, if you dare to delve beyond the seemingly uninspiring exterior, you will soon find this to be an insightful and interesting read. Whilst it is aimed at complete beginners in any size business or service in the health and public sectors, this book is also highly recommended to those in specialty registrar training who require a thorough understanding of management and systems within the NHS.

The author aims to demystify the procurement process, providing clear and concise definitions throughout, guiding the reader through a step-by-step approach to each stage of the procurement process. This includes guidance and advice on where to find public sector procurement notices, all the way through to the signing of contracts. The author highlights the key legalities and procedures involved in procurement, as well as drawing on personal experience in how to avoid common pitfalls. The author has experience in providing procurement advice at both local and central government levels, as well as in the NHS.

Bidding for a service contract in the public sector can be confusing for even the most experienced bidder, but the current procurement regulations are neatly explained here. A bidder can be assured that the author will instil confidence and clarity in the process, along with elements of good humour as well. Advice is given on how to make a profit whilst remaining competitive in the chosen public sector market.

The book would also be useful for those who have perhaps got into difficulties and require assistance in how to proceed with their bid in service contracts. Examples include when and how to challenge an unsuccessful bid and when to seek legal advice. The author also provides highly beneficial information on both simple and complex pricing of bids, negotiations and contract technicalities.

Specialty registrars in training within the NHS should most certainly use this book as a comprehensive and easy to read guide to procurement of services in the public sector. It will help to provide a thorough understanding of the process and enable registrars to confidently and competently answer any question on procurement in the final management exams held at the end of training.

In summary, there is certainly more to this book than meets the eye and I highly recommend it. It successfully achieves all of its objectives with an educational yet informal approach.

L. THORNE