

# Surrey Care Association



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Supporting Social Care Providers in Surrey



**Introducing our Commercial Partners and Supporters  
adding value for SCA members**

# SCA Commercial Partners



Citation



SEKOiA





*Buying partner for Surrey Care, providing members with an exceptional service alongside quality products*

### What do they offer?

Spectrum is a well-established buying consortium with an emphasis on the Care Sector including care homes, domiciliary care and supported living. They have been sourcing discounts with major suppliers for their members since 2003. Their directors are all care home operators with significant experience in the industry and have therefore developed an expertise in negotiating excellent deals and sourcing the right products.

By pulling together a large number of businesses, including hospitality, dentists and schools they use their group buying power to negotiate discounts for you without compromising on quality. Their suppliers offer a range of products and services including food, uniforms, cleaning, hygiene, medical supplies, general and clinical waste, stationery and recruitment to name a few.

**Get in touch:** To register for this free service Download SPECTRUM's Free membership form (from our website) or contact Spectrum by email [Jackie@spectrumcareltd.co.uk](mailto:Jackie@spectrumcareltd.co.uk)

### What's included?

Members have benefited from **HUGE SAVINGS** on pricing that is normally available only to large companies and their **MEMBERSHIP IS FREE OF CHARGE!**

Spectrum is big enough to influence national suppliers and prices, yet able to provide a personalised and friendly service to their members. Their price comparison service can be accessed by their members to highlight savings and they continually add new products and suppliers. All pricing is monitored and approved by Spectrum on a regular basis. When you buy through Spectrum you also help fund SCA as Spectrum passes on an annual rebate to SCA dependent on the volume of sales and now members also receive a rebate.



*Health & Safety, HR and employment law experts within the care sector.*

### **What do Citation offer?**

- ✓ Bespoke contracts of employment and employee handbooks
- ✓ Detailed Health & Safety documents
- ✓ 24/7 access to experienced care experts
- ✓ Up-to-date reminders on legislation changes
- ✓ Annual Health & Safety Inspections
- ✓ Access to online management platform - Atlas
- ✓ CQC Pro - an online regulatory compliance tool

### **What's included for SCA members?**

Citation offer SCA members a 5% discount on their Health & Safety, HR, and CQC compliance services.

**Get in touch:** Contact Rosie Figgess at [rosiefiggess@citation.co.uk](mailto:rosiefiggess@citation.co.uk) or visit [citation.co.uk/care](https://citation.co.uk/care)



*Specialising in providing expert, cost-effective legal advice to care providers.*

### **What do RWK Goodman offer?**

- ✓ Buying and selling care businesses
- ✓ HR and employment law
- ✓ CQC registration & challenging CQC inspection reports, enforcement action and ratings
- ✓ Challenging Notices of Proposal to suspend or cancel registration
- ✓ Challenging local authority embargos Service user contracts
- ✓ Safeguarding investigations and inquest representation
- ✓ Mental capacity, DOLS and court of protection advice
- ✓ Property purchases, sales, leases and development of care homes and retirement villages
- ✓ Partnership and Shareholder Agreements

### **What's included?**

SCA members receive a free initial telephone consultation/helpline, and a free review of your employment contracts/handbook, and service user contracts.

### **Get in touch:**

Contact James Sage at [james.sage@rwkgoodman.com](mailto:james.sage@rwkgoodman.com) or visit [roydswithyking.com](http://roydswithyking.com)



*Insurance broker, providing you care-specific cover whilst assisting you in risk management*

### **What do Towergate offer?**

- ✓ Bespoke cover tailored to the needs of your business
- ✓ A-rated insurance partners to give you piece of mind
- ✓ Free desktop valuation indication - helping you determine if your building is adequately insured
- ✓ Free cyber risk rating service - see your risk rating for a cyber attack

### **What's included?**

Towergate Insurance Care policies include access to:

- Towergate Assist, a claims recovery service for material damage claims over £5,000
- 24 hr stress helpline + free confidential stress counselling for employees Market Law Hub - an online legal service

**Get in touch:** Contact [richard.barnes@towergate.co.uk](mailto:richard.barnes@towergate.co.uk) or visit [towergateinsurance.co.uk](https://towergateinsurance.co.uk)



*Specialists in gas and electric for companies within the healthcare sector*

### **What do D-ENERGi offer?**

D-ENERGi is a family run energy supplier that understands the difficulties that care homes encounter daily and we are here to help reduce your costs with bespoke pricing specific for each company.

- ✓ Free no obligation quotations
- ✓ Bespoke contract terms
- ✓ Comparisons for current and new prices
- ✓ Advice on reducing energy use

### **What's included?**

Dedicated account manager on hand throughout your agreements.

The only 100% wind powered energy supplier in the UK.



**Highly Commended**

**Get in touch:** Call Joanne and her team on 0800 781 2700 or email [sales@d-energi.com](mailto:sales@d-energi.com) or visit [www.d-energi.com](http://www.d-energi.com)



*Intelligent mobile solutions for care management.*

### **What do Sekoia offer?**

Sekoia's philosophy is "enabling care".

In conjunction with front line care staff, we have developed a very user-friendly digital care planning system that is designed to be used at point of care. It can be tailored bespoke to providers, all types of service and service users.

### **What's included?**

Our implementation method is very hands-on and thorough to ensure everyone is well trained and the organization gets the most out of using Sekoia.

We offer discounts on Implementation fees and Monthly Subscription fees to SCA members.

**Get in touch:** [Contact@sekoia.co.uk](mailto:Contact@sekoia.co.uk) or visit [sekoia.co.uk](http://sekoia.co.uk)





*Care sector's most widely-used & widely-referred digital care management system*

### What do Person Centred Software offer?

- ✓ Digital care planning and monitoring
- ✓ Electronic medication management
- ✓ Visitor management (Digital Reception)
- ✓ Effective handover and staff messaging
- ✓ Accidents and incidents
- ✓ Observations and charts
- ✓ Fluid and nutrition monitoring
- ✓ Wound care
- ✓ Relatives gateway
- ✓ Group reporting

### What's included ?

Person Centred Software offers  
SCA members a **15% discount**

**Book a demo with us today:**

01483 357657

[hello@personcentredsoftware.com](mailto:hello@personcentredsoftware.com)

[www.personcentredsoftware.com](http://www.personcentredsoftware.com)



**GP Connect**



*Power up with top tech and get more from your organization's partnership with Dell Technologies.*

### **What do Dell offer?**

Dell Technologies create technologies that drive human progress. From hybrid cloud solutions to high performance computing.

Up to 20% discount off laptops, desktops, monitors, and accessories. Plus, additional discounts during promotional periods

### **How to access benefits**

Visit the suppliers area on the SCA Members area of the website for full details and redemption process. Alternatively contact below:

**Get in touch:** Contact [SBAUK@Dell.com](mailto:SBAUK@Dell.com)  
or visit [Membership Deals | Dell UK](#)

### **What's included?**

- Additional 5% off all Inspiron, DG & Vostro computers
- Additional 10% off all XPS, Alienware, Precision, OptiPlex & Latitude computers
- Additional 3% off all Servers & Stackable devices
- Additional 5% off all Alienware & Gaming monitors
- Additional 10% off all S, SE, E, P, U, C monitors
- Additional 20% off all Accessories

(Subject to availability/some restrictions may apply/available to use online or offline)

# SCA Commercial Supporters Plus





Magikos IT is a local and friendly IT company with over 10 years experience supporting the health and social care industry.

We provide a complete IT service from initial advice and guidance, through to design and implementation followed by managed support for the client, all delivered using clear and jargon free communication.

Magikos IT has the experience, skills and resources required to help you manage all of your IT challenges, keeping you connected, secure and compliant with current regulatory requirements.

**Get in touch:** Email [sca@magikos.co.uk](mailto:sca@magikos.co.uk) or visit [magikos.co.uk/socialcare](http://magikos.co.uk/socialcare)



We supply providers with secure devices for front line care staff, so they don't have to use their own personal phone whilst delivering care, which helps to comply with GDPR.

Many of team have worked extensively alongside Social Care Providers for over 15 years and have been involved 1000s of social care digital transformation rollouts.

We work alongside many large national chains of providers, charitable care organisations and of course independent care providers, who are often at the start of the journey in social care.

**Get In touch:** Email [brett@wecarecomms.com](mailto:brett@wecarecomms.com) or visit [wecarecomms.com](http://wecarecomms.com)



Offering a one-stop shop for your building maintenance needs, we are a local organisation with 20 years experience and currently manage over 100,000 sq ft of properties.

Specialists in working in the health and social care sector (including sensitive and vulnerable environments) we offer everything from major/planned refurbishments to reactive repairs; a full decorating service to grounds maintenance. We can also carry out any required compliance services.

Our workforce is DBS checked and has a reputation for being reliable, approachable and trustworthy.

Get in touch: Email

[enquiries@peak15propertyservices.co.uk](mailto:enquiries@peak15propertyservices.co.uk) or visit

[www.peak15propertyservices.co.uk](http://www.peak15propertyservices.co.uk)



Grey Matter Learning are an award-winning eLearning provider in the social care sector. Since 2006, it has been our mission to 'improve lives through learning'. We are a recognised Skills for Care 'Centre of Excellence', helping thousands of social care services and local authorities to reduce staff turnover and improve CQC ratings.

Our eLearning platform, Click, features over 130 [health and social care courses](#), and seamlessly links assessment, learning, and evidence. While our [Care Leadership Academy](#), supports over 3000 care leaders in their leadership and management development.

# Borderless

Borderless is a [technology platform](#) which streamlines every aspect of international hiring, immigration and sponsorship, making it fast, easy, low risk and low cost for care providers. You can use the platform for:

- Recruitment
- Sponsor License applications
- Immigration
- Relocation
- Compliance

**Get in touch:** Email [hello@getborderless.co.uk](mailto:hello@getborderless.co.uk) or [Visit our website](#) or [Book a demo](#)



# CareLineLive

CareLineLive is an award-winning cloud-based all-in-one homecare management software.

It improves efficiency, capacity and compliance in home care agencies by digitising workflows and automating processes such as rostering and payroll.

Homecare agencies can save time and money, and carers spend less time on paperwork allowing them to spend more time delivering better care. Loved ones and other external stakeholders involved in a service user's care are kept informed via the Care Circle portal.

**Get in touch:** Email [sales@carelinelive.com](mailto:sales@carelinelive.com) or visit [www.carelinelive.com](http://www.carelinelive.com)

# SCA Commercial Supporters

The logo for Panache, featuring the word "PANACHE" in a stylized, red, hand-drawn font.

**Panache Care** is a nurse and care agency for temporary and permanent nursing, support work and care staff.

For more information: contact [fiona@panachecare.co.uk](mailto:fiona@panachecare.co.uk) or phone 0345 601 5404 or visit [panachecare.co.uk](http://panachecare.co.uk)



**Renray Healthcare** are committed to designing and manufacturing furniture, beds and interiors with you in mind. Tailoring services and solutions to fulfil your care home requirements.

For more information: contact [info@renrayhealthcare.com](mailto:info@renrayhealthcare.com)



**BA Healthcare** is the first choice for ethical, overseas recruitment. We place highly qualified, experienced Filipino nurses and carers who want to build careers in the UK. With 20+ years experience and more than 9,000 placements you can rely on us to deliver workforce sustainability.

For more information contact [sca@ba-healthcare.org](mailto:sca@ba-healthcare.org) or call 07764741061.



**Connect4Healthcare** are dedicated to supporting the care industry in the UK. We offer numerous services including innovation through technology using Alexa Smart Properties.

For more information please contact Clare on 07711 954004 or email [clare@connect4healthcare.co.uk](mailto:clare@connect4healthcare.co.uk) or visit [www.connect4healthcare.co.uk](http://www.connect4healthcare.co.uk)





**Adeline Recruits** offer dedicated recruitment services to NHS hospitals, residential nursing homes, supported living services, and other healthcare centres.

For more information: contact [info@adelinerecruits.co.uk](mailto:info@adelinerecruits.co.uk) or phone 07737 974600 or visit [www.adelinerecruits.co.uk](http://www.adelinerecruits.co.uk)



**Care Choices** Since 1991, Care Choices has been ensuring that those seeking care and support have vital information available to them at their point of need, including self-funders. This includes publishing the annual Surrey Care Services Directory and via the Care Choices website.

For more information: contact or E-mail: [paul.ocallaghan@carechoices.co.uk](mailto:paul.ocallaghan@carechoices.co.uk) or phone 01223 206967 or visit [www.carechoices.co.uk/publication/surrey-care-services-directory/](http://www.carechoices.co.uk/publication/surrey-care-services-directory/)



**Morris Lane** is a full service accountancy firm specialising in taxation and advice for Care Home operators across the UK.

For more information: contact [heather.moncaster@morrislane.co.uk](mailto:heather.moncaster@morrislane.co.uk) or phone 01202 715950 or visit our website [Care Home Accountants : Nursing Home Accountants : Morris Lane Chartered Accountants](#)



**Fulcrum** provide Management Support for Care Homes aiming to improve quality speed and results whilst reducing costs – simultaneously providing peace of mind for Care Home owners.

For more information: contact [info@fulcrum.care](mailto:info@fulcrum.care) or phone 0330 818 9888 or visit [fulcrumcareconsulting.com](http://fulcrumcareconsulting.com)



**Softworks** offers an all-in-one Care Home Workforce Management Software designed for Staff Scheduling, Time and Attendance, HR and Absence Management and more.

For more information: contact [sales@softworks.com](mailto:sales@softworks.com) or phone 01 527 888 060 or follow this [link to the website](#)



**HHENDRIX International Recruitment** simplifying international recruitment for UK Care Providers by seamlessly connecting them to experienced staff and organising relocation logistics.

For more information: contact [joe@hhendrixx.com](mailto:joe@hhendrixx.com) or [mellisa@hhendrixx.com](mailto:mellisa@hhendrixx.com) or or phone +44 7958 229 053 or visit [www.hhendrixx.com](http://www.hhendrixx.com)"

# SCA Affiliates



## **The Care Workers' Charity**

We believe no care worker should face financial hardship alone.

<https://linktr.ee/thecareworkerscharity>





Run by Mole Valley District Council, [Mole Valley Life](#) supports people who may require assistance in their everyday lives, to remain independent and connected to their communities via its [Lifeline Alarm and Technology Enabled Care \(TEC\)](#), [Community Transport](#) and [Social Centre](#) services.

For further information please visit [molevalleylife.co.uk](http://molevalleylife.co.uk), call 01372 204500 or email [mvlife@molevalley.gov.uk](mailto:mvlife@molevalley.gov.uk).