



Case Study | Procurement Cost Reduction in the NHS

Acute Trust saves £3.3m in 12 months through programme of Procurement Cost Reduction

Client

- An NHS Trust employing 5,000 staff providing a range of acute and community based services to 380,000 people.
- Under financial pressure to improve financial position, commenced an ambitious initiative to drive a £3m reduction in non-pay expenditure.

Approach

- £55m targeted from a possible £70m of non-pay expenditure
- Initial Spend Analysis & Opportunity Assessment identified and planned a 12 month programme to deliver £3m savings
- More than 114 individual sourcing projects across 25 categories – clinical, non-clinical, estates & facilities and IT
- Variety of sourcing and procurement strategies used – from national frameworks, mini-comps to large scale OJEU tenders

Identifying savings | Delivering savings | Maintaining savings

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Results

Total saving of £3.3m delivered

Highlights	Saving
Orthopaedics	26%
Examination gloves	27%
Waste	29%
Beds & Mattresses	67%
Security	28%
Cannulas & Catheters	21%

- Managed supplier interaction through a dedicated Product Change Programme brought supplier-led product innovation delivering cost reduction and improved patient outcomes.
- Transformed procurement from an administrative, compliance focussed, back-office unit to an efficient operation, involved in all non-pay and capital expenditure decisions.
HSJ Award Finalist



We are specialists in procurement cost reduction. Our consultants work closely with all kinds of organisations to improve their profitability through identifying, delivering and maintaining savings in procurement expenditure. A relentless focus on bottom-line results combined with our deep supply-market knowledge ensures that spend is optimised – and stays optimised.

- Our team has achieved over £20m in savings
- Projects are self-funding with no risk for clients
- We work closely with your people to embed best practice
- Our unique spend intelligence service ensures ongoing savings

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