



Procurement Best Practice

Procurement best practice

The procurement challenge

The Gershon report has set very aggressive targets to improve back office efficiencies across the public sector with procurement highlighted as a key function for change. Health specific procurement is targeted as a key opportunity. The report emphasises a need to:

- improve efficiency targets by 2.5% per annum
- reduce the number of inputs by improved processes and procedures
- lower prices by improved professional procurement
- raise productivity and improve the quality of services
- improve ratios of output
- improve resource accounting and budgetary controls.

To achieve the above it is recommended that the NHS invests in information and communication technology at both a national and local level and use e-enabled channels to market. The public sectors spends well over £100 billion per annum and needs to adapt to use standard proven management tools to drive forward change and adopt best practice.

How prepared is your organisation to face up to this challenge?

The demands being made on senior management to meet the government's efficiency improvement targets mean that no organisation can ignore the challenge. The pressure to improve front line services is unremitting and the need to ensure that the huge investment made in the NHS delivers improved patient care means that back office functions must deliver more for the same for less money.

Senior managers need to consider a number of questions before embarking on the journey towards sustained improvement:

- do you have a procurement strategy to address these issues?
- do you have a complete understanding of the healthcare supplier market?
- do you know how you will tackle these markets and all the different players?
- do you have single or multiple procurement systems?
- are they using the latest technology?
- are you able to take advantage of e-enabled procurement solutions?
- do you understand e-market places and the benefits they can deliver?
- are you able to execute e-transactions from procurement to payment?
- how confident are you about your processes and procedures?
- can you improve procurement efficiency and release resources?
- do you have comprehensive management controls and reporting systems?
- do you have the resource or ability to manage this level of change?

How can we help?

The Consultancy Company has been working closely to help NHS organisations to address these issues and we have a comprehensive knowledge of your marketplace, the technical, organisational and change management challenges that face procurement departments, their suppliers and internal customers.

Using our knowledge and experience of the NHS, The Consultancy Company has developed a proven 'health check' process to assess the fitness of your organisation to meet the rigorous demands of the government's efficiency improvement targets.



“The Consultancy Company helped assess our overall thinking around buying and changed us from a standard ‘price driven’ procurement department into a ‘solution focused’ network.”

Head of Procurement
NHS Trust



“We believe procurement in the Health Service is about more than just driving down prices. It’s about value, it’s about whole life costs; and it’s about best practice. If you share the same belief then let us help you turn the vision into a reality”

Tim Richardson
Managing Director
The Consultancy
Company

People

We will review the existing structure of the organisation and determine whether this is effective in meeting the needs of your current and future procurement service. On our advice clients have restructured their procurement functions to provide a significantly improved service to the user community together with reduced staff costs.

After the Health Check

Having assessed the way your procurement staff currently work, we will feed back the results of your health check and provide a report giving a diagnosis and recommendation for improvements in the areas of technology, process and people, using best practice across the health sector as our guide to demonstrate where efficiency improvements and cost reductions can be made.

The health check is the first step to realising the potential benefits. Implementing the recommended improvements requires skill and experience in understanding the technology available and being able to effectively project manage the changes and bring your people with you.

We can work with you to implement the agreed recommendations and we can provide expertise in:

- project management
- process management
- change management.

The Consultancy Company

Our team of experienced health consultants are all experts at helping PCTs, SHAs and Acute Care Trusts. They have all held senior management positions for at least ten years. Our client list and the range of work that we have delivered in this arena is extensive and we continue to win contracts due to our excellent track record of delivery.

We pride ourselves on being able to build strong working relationships with our clients. And because we are consultants we are not distracted by a day job. That means we can hit the ground running from day one with you and turn a ‘cold’ paper concept into a ‘hot’ operational reality quickly and effectively.

We understand the underlying values of the health community and the enormous pressures it faces every day as it seeks to implement government policy.

Our expertise, our holistic approach, and our knowledge of procurement, the Lean process and joint commissioning means that we can deliver significant benefits for you and ultimately your patients.

The Consultancy Company will help you identify opportunities within your organisation – whether it is a simple shift of emphasis using a new set of operating routines or a more radical step change requiring a fundamentally different approach.

If you think we can help you with your procurement challenges, please call us for an initial meeting on 01865 841177 or contact Tim Richardson, Managing Director, on 07786961716.

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