

Welsh Health Supplies saves £600,000 in its first eAuction

The Challenge

Welsh Health Supplies wanted to save costs in the procurement of blood-collection bottles and generate competition, without compromising on the quality of the product.

The Solution

UKprocure worked with Welsh Health Supplies to provide a fully managed reverse eAuction event, including consultancy, support and hardware. UKprocure's eSourcing and reverse eAuction solutions, based on Oracle Exchange and Oracle Sourcing, were used to host the event.

During the event, intense competition was generated between two global manufacturers. The original event was scheduled to last one hour, but it eventually went on for an hour and three-quarters, after numerous auto-extensions. During this event, thirty bids were placed.

Key Benefits

- Savings of £600,000 – considerably above Welsh Health Supplies' expectations
- Savings diverted to front-line service improvements
- Skills transfer programme to enable self-sufficiency in future eAuctions.

"Our research in the market suggested that we might expect a possible reduction of a

few per cent, given the highly competitive nature of the market. But in the end, the price came in 10 per cent lower than we anticipated."

Mark Roscrow, Director, Welsh Health Supplies

Why UKprocure?

- Proven track record of delivering savings in the NHS
- Consultative approach, combined with excellent technology
- Ability to train buyers and suppliers.

"We looked at a number of companies before choosing UKprocure for its approach and project management skills. We wanted someone to project manage the auction and UKprocure excelled in that region."

Mark Roscrow

UKprocure Profile

UKprocure (www.ukprocure.com) is the leading supplier of end-to-end procurement solutions to the UK public sector, with an emphasis on healthcare, local government and education. UKprocure provides managed services and hosted solutions that support the full procurement process, from sourcing and managing to ordering and invoicing. Its industry-leading eSourcing and eMarketplace solutions, which are based on

Customer Profile

Welsh Health Supplies is part of the Bro Morgannwg NHS Trust. It provides a contracting and materials management service to the NHS in Wales, as well as supporting WAG in a number of major initiatives.

Project Description

Reverse eAuction

Category


Vacutainers

Contract Value

£2.7 million over three years

Savings Achieved

£600,000 (23 per cent)



the robust Oracle platform, are reinforced by UKprocure's consultancy services and unrivalled knowledge of the public sector supplier base and business processes.

UKprocure enables its customers to achieve dramatic cost savings through the transformation of the procurement process, savings that can be re-deployed to improve front line service delivery. At the same time, UKprocure's innovative solutions help public sector organisations meet Government targets for Modernisation, Best Value and Collaboration.



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