



## Procurement Services

Realising saving opportunities.

the support  
service

Our business. Supporting your business.

### **Bespoke buying - a client saving of over £73.5k**

#### **Overview**

A recent telephoned request asked for a large supply of centrifuge machines which the customer wished to purchase on behalf of the General Practices across Suffolk. This machine enables blood samples to be taken at any time of the day, instead of only first thing in the morning, by a process which means samples do not deteriorate when kept too long.

At first this appeared to be a request that would have to be sourced through the Official Journal of the European Union (OJEU) due to the value of the requirement being over the EU threshold £225,750.00

However, further discussion proved that there was only one manufacturer of the desired equipment, and only one distributor in the UK. This allows us to apply the use of a waiver, authorised by the Chief Executive Office.

The buyers were then able to begin discussions with the supplier regarding the purchase of these machines. Through a very successful negotiation process a 32.6 % discount was achieved which delivered a final cost of £174,978.83 inclusive of VAT and a substantial saving of £73,576.30.

#### **Benefits**

The benefit to the client apart from a substantial saving was a system which will enable blood samples to be collected throughout the day at surgeries and not just in the first couple of hours in the morning, thus giving a greater degree of flexibility for their staff and patients. It also had a similar impact on the collection of those bloods by the transport services.

Call us if you feel we can help:

**Telephone:**

Jo Hale  
01473 329427

**Email:**

josephine.hale@smhp.nhs.uk