



The world's largest
business to business
eCommerce marketplace
solution.

www.cloudbuy.com

Royal Berkshire NHS

The Challenge

Royal Berkshire NHS Foundation Trust (RBFT) is a medium sized acute general hospital trust providing medical and surgical services to Reading, Wokingham, and West Berkshire and is also the home of the Berkshire Cancer Centre. Specialist services also include Ophthalmology from the Prince Charles Eye unit, Renal Dialysis, Radiotherapy & Chemotherapy at the Bracknell Clinic and Day case surgery at West Berkshire Community Hospital in Newbury. Always striving to reach their operational objective to create a modern and sustainable healthcare system, RBFT's Procurement team were challenged to find innovative ways

to reduce spend whilst maintaining their reputation to provide the best possible healthcare outcome.

The Trust had experimented with several different spend analysis tools and had undertaken a major internal study of savings internally as well as trying a variety of spend examination tools.

After trying a number of different solutions, the procurement team were unhappy with the results as they were unable to pinpoint possible savings and were expensive to use.

The Solution

In an exchange of ideas to find innovative savings solutions, Royal Berkshire were recommended by their neighbouring NHS Foundation Trust, Basingstoke and North Hampshire, to use cloudBuy's SpendInsight for their savings solution.

Trusting the advice given, Julian Gagie - Interim Head of Procurement & Logistics of Royal Berkshire Foundation Trust, decided to use cloudBuy's SpendInsight to find untapped savings.



We were impressed with the spend report that came back to us because it gave examples of tangible savings which we were able to act on. SpendInsight was quick to pinpoint individual products that were high volume and high spend. The ability to drill down to actual individual device of consumable is the best part of the whole analysis.



“

SpendInsight’s line item detail gave Mr Gagie the ability to identify the items that the Trust was using most of and provided the price variance of those items. This allowed them to have an advantage over their supplier negotiations and had better prices agreed with them.

”

After seeing what SpendInsight was capable of, RBFT decided to continue with SpendInsight to analyse their quarterly spend for the next year. “With an addressable spend of **£60 million to be able to save even one percent** of that is

“

We have also noticed that having now received the data for our second review, we appear to have clawed back **£100,000** as a result of actions taken from our first pass

”

“

As a result of the analysis we were able to pick out where we were falling down with suppliers and renegotiate with them to get better prices, and as a result made savings that way too.

”

a benefit. We’re pleased that **cloudBuy offers a consultative approach to savings** in order to help us reach our goals,” Mr Gagie said.

UNITED STATES

Suite 4000
L40
17 State Street
New York
NY 10004
United States

TEL +1 212 739 0471

UNITED KINGDOM

5 Jupiter House
Calleva Park
Aldermaston
Reading
Berkshire RG7 8NN
United Kingdom

TEL +44 118 963 7000

AUSTRALIA

Level 13
Citigroup
2 Park Street
Sydney
NSW 2000
Australia

TEL +61 2 9004 7963

INDIA

Level 9
Platina
Plot C-59, Block G
Bandra Kurla Complex
Mumbai 400051
India

TEL +91 226 700 0909