


Wrightington, Wigan and Leigh **NHS**  
Wigan Foundation Trust

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## Joint procurement projects

Brian Mangan - Head of Procurement  
 Paul Riley – Hotel Services Manager

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### Areas covered

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- Background and context
- Projects undertaken
- Procurement principles
- Results and next steps
- Summary of key principles



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### WWL sites

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Wrightington
Wigan
Leigh

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## Catering at WWL

- Catering provisions  
Budget is £1,065,000
- 930,750 patients meals
- 502,500 staff meals
- 50,000 local authority meals
- 200,000 sandwiches for local schools



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A journey of a 1000 miles begins with a single step...



- Bakery & dairy products  
£330k spend
- Fruit & veg £350K

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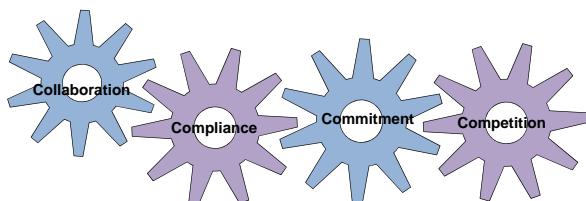
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## Procurement principles



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## Collaboration

- Freedom of information
- Resources
- Risk and benefit sharing



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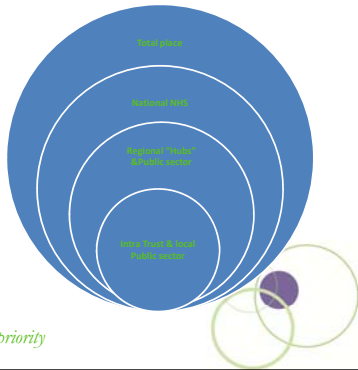
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## Compliance

- Local
- National
- EU



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## Commitment and competition

### Commitment

- Term and anticipated volume

### Competition

- Sufficient players want the business
- E-auctions to encourage price movements



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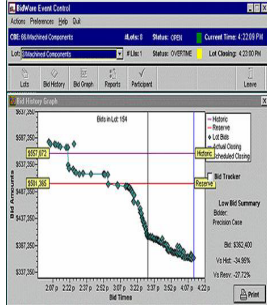
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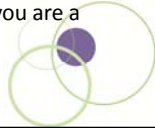
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## E-auctions



- Hosted by NHS Supply Chain
- Ideal for commodity products
- Need commitment and min 3 suppliers
- Very interesting to watch....if you are a buyer!!

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## Results of E-auction – Bakery products

- Supplier - Quayside
- Savings - £6150



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## Results of e-auction – Dairy products

- 2009
- Supplier – Clifton's
  - Savings £18.5k
- 2011
- Supplier – Clifton's
  - Savings £21.5k



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## Benefits

- Maximised use of resources
- Financial benefits
- Supports Governments "Total place"
- Improved relationship between WMBC/WWL

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## Next steps

- Frozen & chilled products which will have a combined spend of circa £1.3m per annum
- Scoping other areas wider than Catering



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## Summary



- Collaboration
- Compliance
- Competition
- Commitment

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Finally.....



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