

Tackling The Impact of Reduced Income and Increased Costs in the Care Sector



About Marr Procurement

Marr Procurement was established by Christoph Marr in February 2015 following twenty years in Procurement. Initially as a Buyer at Marks & Spencer then as an IBM Procurement Consultant and IBM Head of Procurement for Europe Middle East and Africa, followed by seven years as the Group Procurement Director and Equity Partner at Care UK.

Whilst at Care UK Christoph struggled to find a Procurement Partner that shared his values of integrity and openness, which truly understood Procurement and where their commercial model was linked to delivering auditable savings.

Marr Procurement is a values led business that specialises in Procurement services for Care and Health providers.



Christoph Marr
Managing Director

christoph.marr@marrprocurement.com

Care & Health providers are under increasing financial pressure from reduced income and increased operating costs, particularly following the Covid19 crisis.

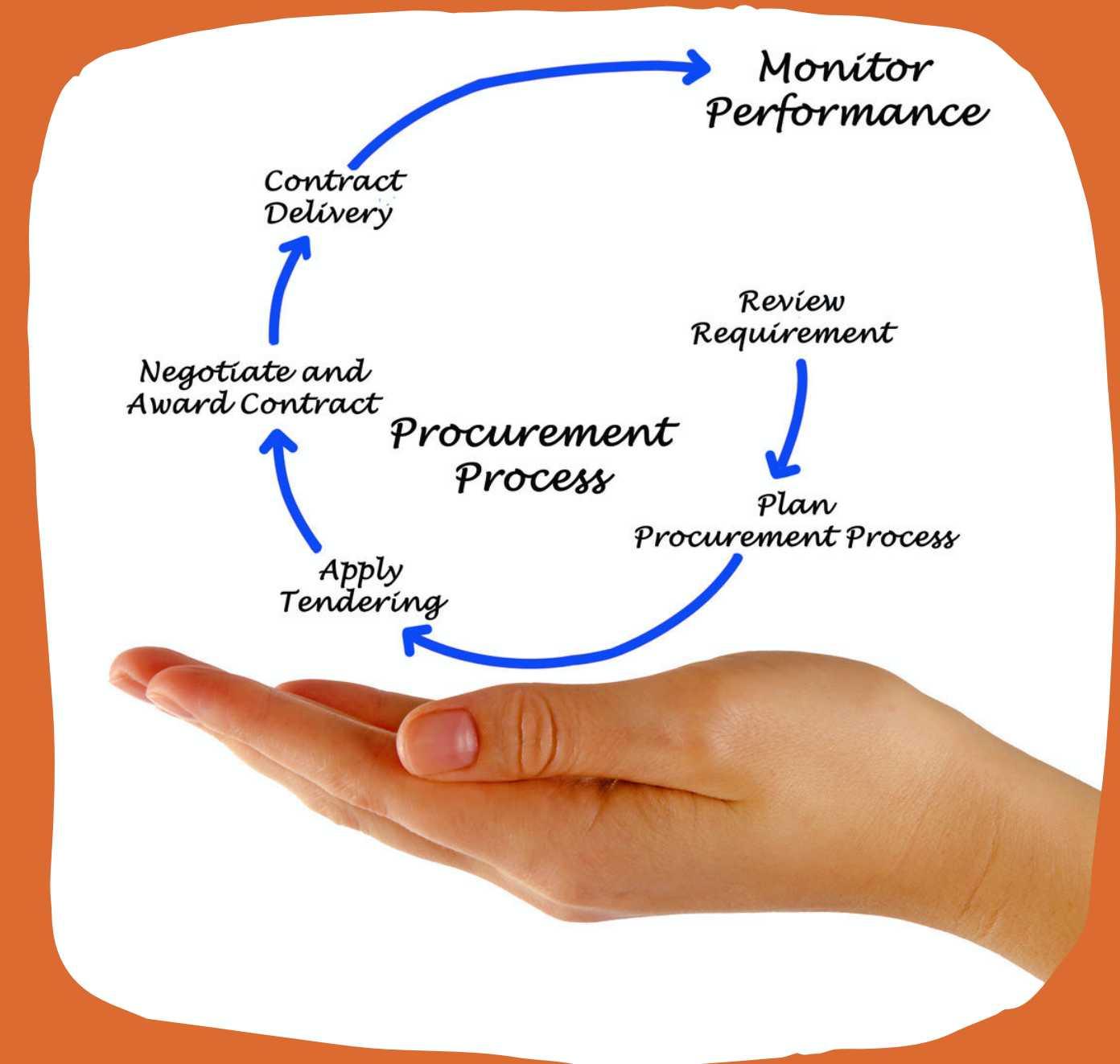


The Procurement Process



Benefits of a Good Procurement Process

1. Reduce operating costs quickly & that stick to the P&L
2. Lower risk in the supply chain
3. Rationalised supply base is easier to manage & few invoices to process
4. More consistent quality
5. More efficient internal processes



5 Ways to Save Money Quickly

1. Starting with material supply agreements, review supplier terms and discounts and re-negotiate, **BUT**, first secure buying power
2. Consolidate suppliers
3. Review stock levels and consider product swaps
4. Review tail-end uncontrolled spend
5. Secure external support if you don't have internal bandwidth

Target 'Quick Win' Savings

Start by considering your high value, day to day costs involving recurring spend. Providing incumbent suppliers are performing, re-negotiating with incumbents can be a fast way to achieve savings.



Consumables

42%



Cleaning

36%



Equipment

25%



PPE

We know which suppliers offer best prices, quality, service in an inflated market

**Real Savings
Achieved:**

Marr Procurement can save you time and money by analysing your spend and sourcing cheaper prices for your every day costs. We help you **KEEP** these too!

Longer Term Savings in Care

A good Procurement process will identify multiple opportunities for long term, ongoing savings. Professional contract & supplier management and negotiation prior to renewals, as well as reviewing operational processes around categories such as Agency Spend, will drive savings.



Food



Agency



Utilities



Waste



Insurance



Facilities

FIND Savings

Using 34 qualification criteria we identify opportunities to unlock savings in multiple categories.

GET Savings

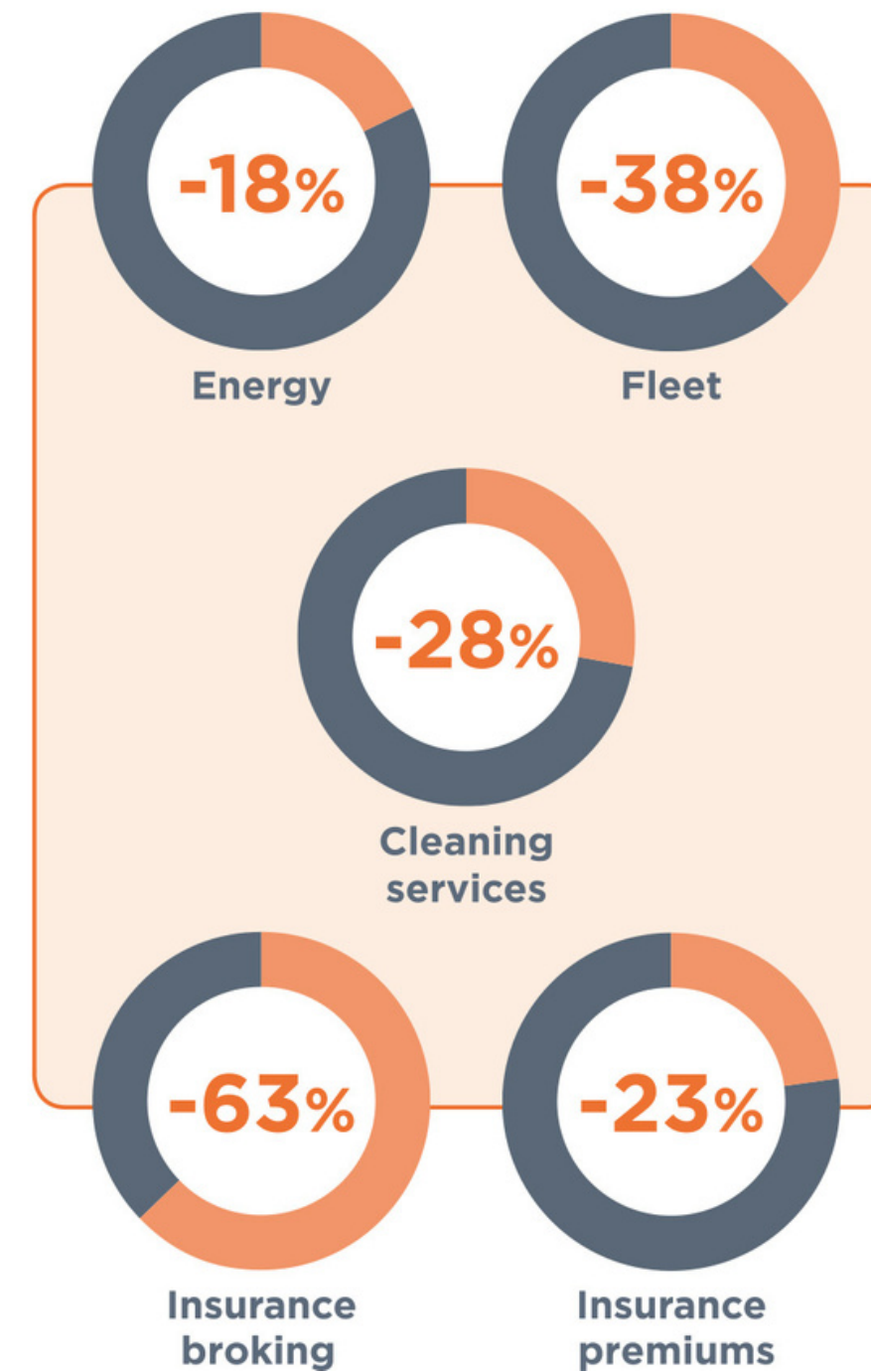
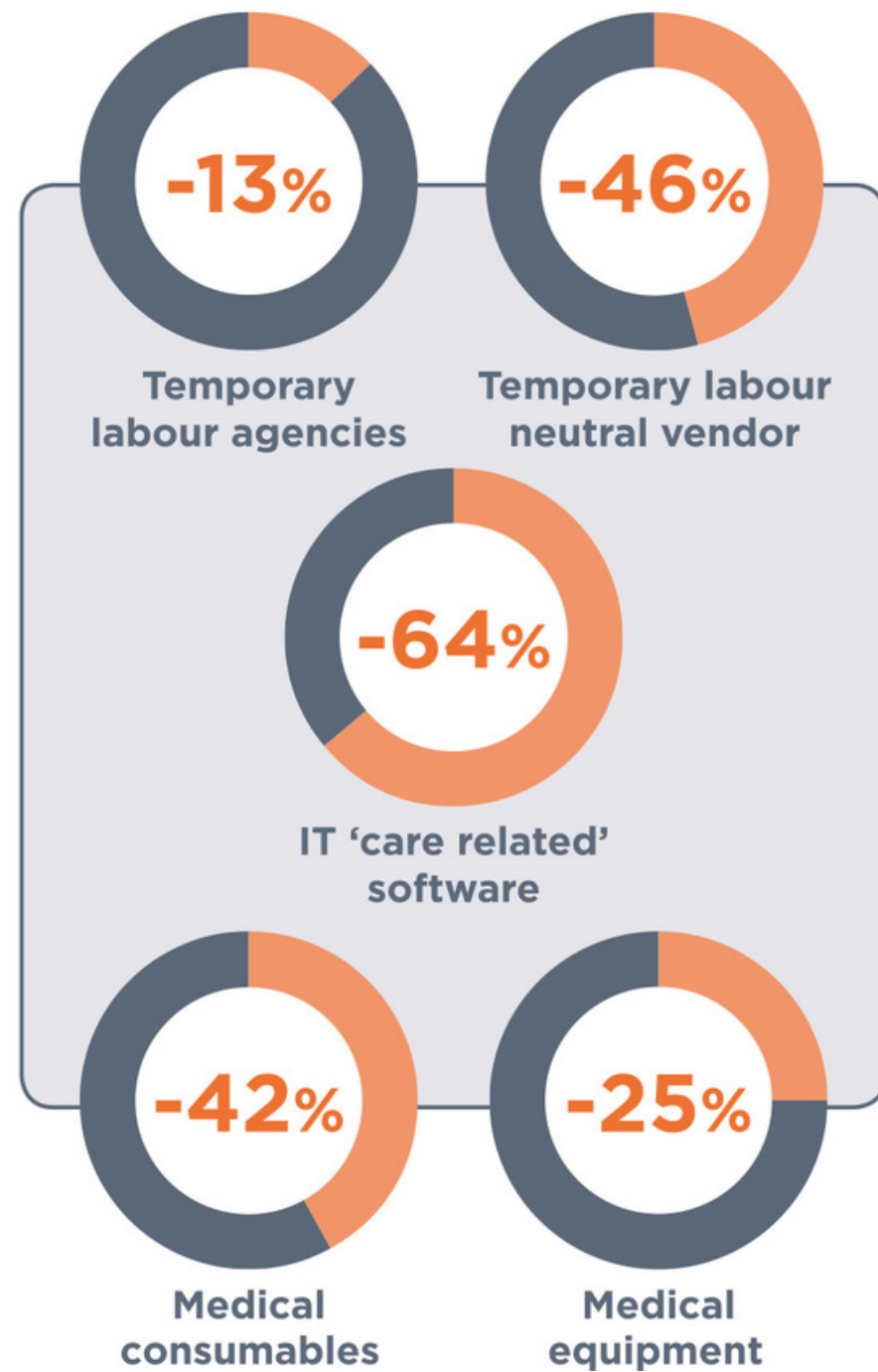
We will run tenders and follow a 7 step sourcing process to optimise savings. Never compromising quality.

KEEP Savings

Our buying team lock in prices and ensure suppliers are managed and monitored on an ongoing basis to avoid inflation.

**HOW WE CAN
HELP : OUR
PROCUREMENT
PROCESS**

Real Savings Achieved



Case Studies

Healthcare Homes

Key Marr Contributions:

Neutral Vendor Agency Model

£770,000 Savings Over 3 Years on Food

Standardised Contracts

Supplier Management Process

2020 ICF Fund Consultancy

Temp agency 7%
Food 15%
Stationery 27%
Consumables 13%

Lifeways

Key Marr Contributions:

Delivered Material Savings

Review & Rationalisation of Supplier Base

Internal Communications & Buy In

Improved MI Useage and Invoicing Process

Temp Agency >£1m
Catering 30%
Consumables 30%
Telephony 25%

Healthcare at Home

Key Marr Contributions:

Opportunity Assessment Review

Establish Category Baseline Targets

Multiple Category Tender Processes

Training and Mentoring internal staff to ensure efficient legacy financial management

Courier Services >£200k
Archiving 53%
Consumables >20%
Total savings £4.6m

Looking to unlock cost savings quickly?

Contact us for a no obligation, free discussion:

Christoph Marr 07823 405200

James Ball 07795 236664

admin@marrprocurement.com

“ We partnered with Marr Procurement, the Care Sector Procurement Specialist, because of their reputation for delivering savings with integrity and transparency. The Marr team are simply extraordinary; I therefore strongly recommend Marr Procurement ”

Healthcare at Home

Our Clients Include:



www.marrprocurement.com

Q&A