

# Success in Tomorrow's World: Delivering Savings Sooner



# 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 Consultancy 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 and Consultancy Services for the Care and Not for Profit sectors.



**Christoph Marr**  
**Managing Director**  
[christoph.marr@marrprocurement.com](mailto:christoph.marr@marrprocurement.com)

Care organisations are under increasing financial pressure from reduced income and increased operating costs. Some of the key risk factors right now include:

- The occupancy gap, triggered by Covid-19
- Rising insurance costs & access to policies
- PPE Inflation, Infection control & Covid-19 compliance
- Lack of bandwidth to reduce operating costs



# Live Poll

How important is it for you to reduce operating costs in the next 6 months?

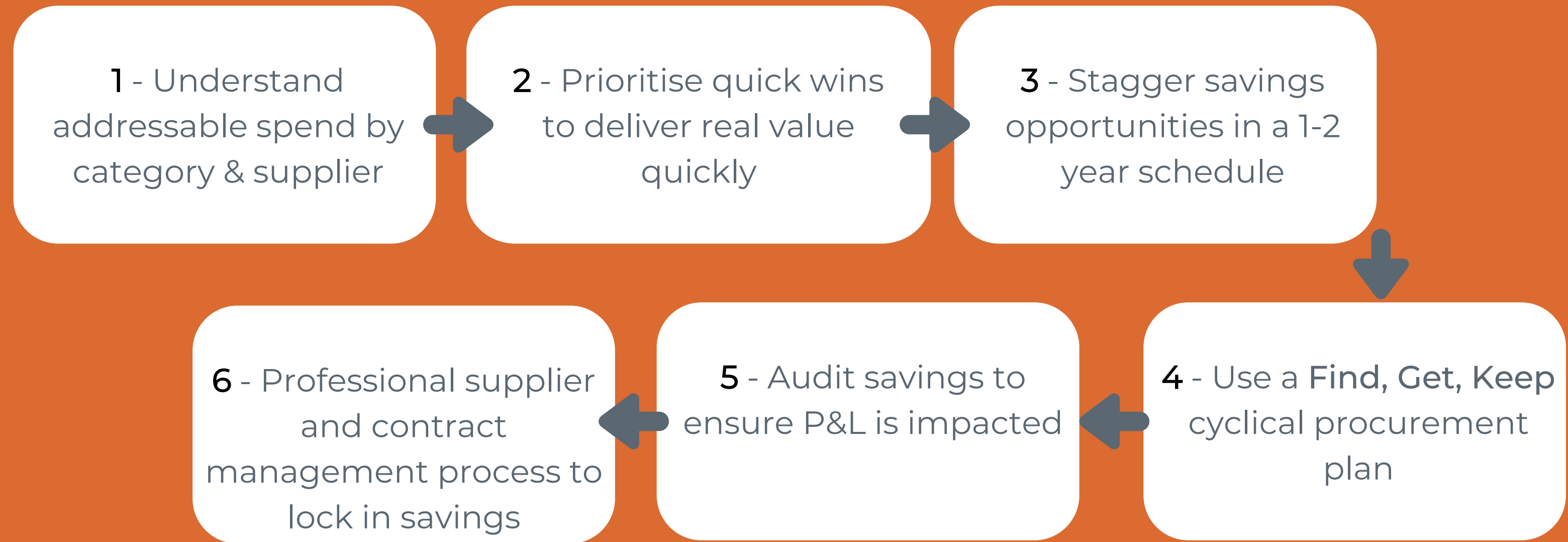
Essential

Very Important

Somewhat Important

Not a priority

# Applying a Professional Procurement Process WILL Yield Savings

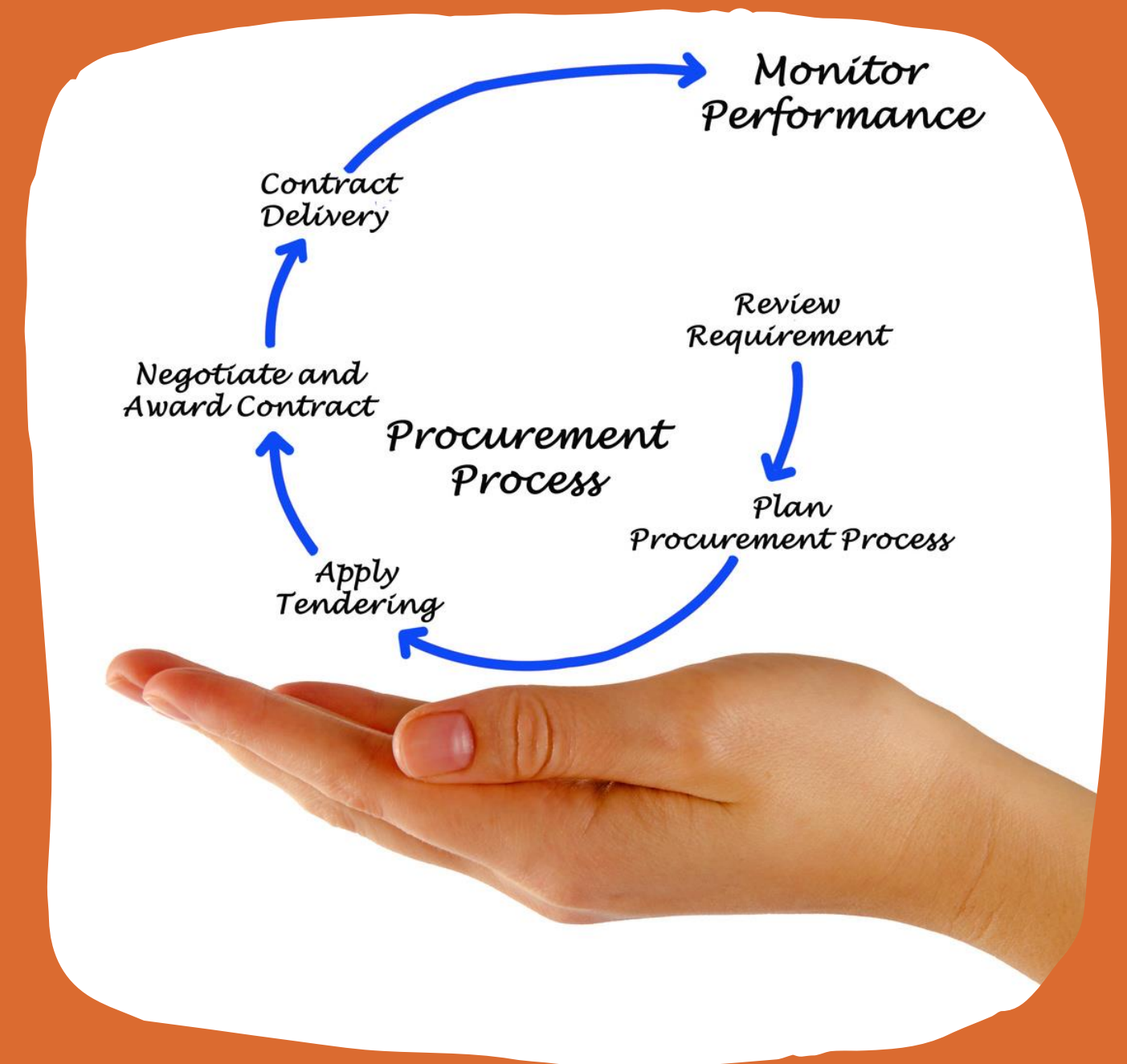


Involving operational stakeholders and having board level support early in the process is critical



# Benefits of a Good Procurement Process

1. Lower operating costs to improve service quality by re-directing expenditure
2. Lower risk in the supply chain
3. Rationalised supply base
4. More consistent quality
5. More efficient internal processes



# Live Poll

What your top 3 priority spend areas to address? Choose 3 from the list below

# 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, appoint 'Preferred' suppliers & eliminate 'Rogue' suppliers
3. Review stock levels and consider product swaps and assess wastage
4. Review tail-end uncontrolled spend
5. Secure external support if you don't have internal bandwidth and/or if you need buying power



# 'Quick Win' Savings in Care

Start by considering your day to day costs and where you may be able to make immediate savings. This can be in multiple categories, you can achieve savings fast by reviewing your current suppliers and seeking alternatives in these categories:



**Consumables**

**42%**



**Cleaning**

**36%**



**Equipment**

**25%**



**PPE**

We'll find the best prices available in an inflated market with reliable and trustworthy suppliers

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 opportunity for long term, ongoing savings. This includes efficient contract management and negotiation at renewals, as well as reviewing processes around categories such as Agency Spend



Food



Agency



Utilities



Waste



Insurance



Facilities

# Focus: Agency Staffing

Historically, Agency staffing has been a primary concern for organisation in the care sector, whilst agency useage has declined during Covid-19; this category still provides a prominent opportunity for savings, particularly when addressing both Supply and Demand challenges.

## STREAMLINE SUPPLY

Assess which vendor model suits best  
(Master/Neutral/Hybrid)

Real time MI data is critical

Address:

Agency Selection & Management  
Online Timesheet System

Fulfillment of needs & Management buy in

## REDUCE DEMAND

Recruitment

Retention

Resource Planning

Review & Select Supporting Technology

# Focus: Insurance

Covid-19 has triggered several challenges for Care organisations in terms of their Insurance premiums:

- > Reduced Supply - Less Insurers are providing cover, meaning greater risk for those that do
- > Increased Costs - Renewal premiums have risen significantly
- > Quality of cover - Exclusion of Covid-19 claims, reduced levels of cover and increased excesses have made many policies unfit for purpose.

We can:

- Help you identify exactly what level of cover you need via a risk map
- Provide analysis and advice on your available options
- Find the best renewal price and level of cover available from reputable suppliers

# Live Poll

Do you:

- a. Have the capacity/capability available to achieve your cost savings targets this year?
- b. Not have the capacity/capability available to achieve your cost savings targets this year?

**CREATING A  
ROBUST  
PROCUREMENT  
STRATEGY AT  
THE OUTSET IS  
CRITICALLY  
IMPORTANT**

## **FIND Savings**

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

## **GET Savings**

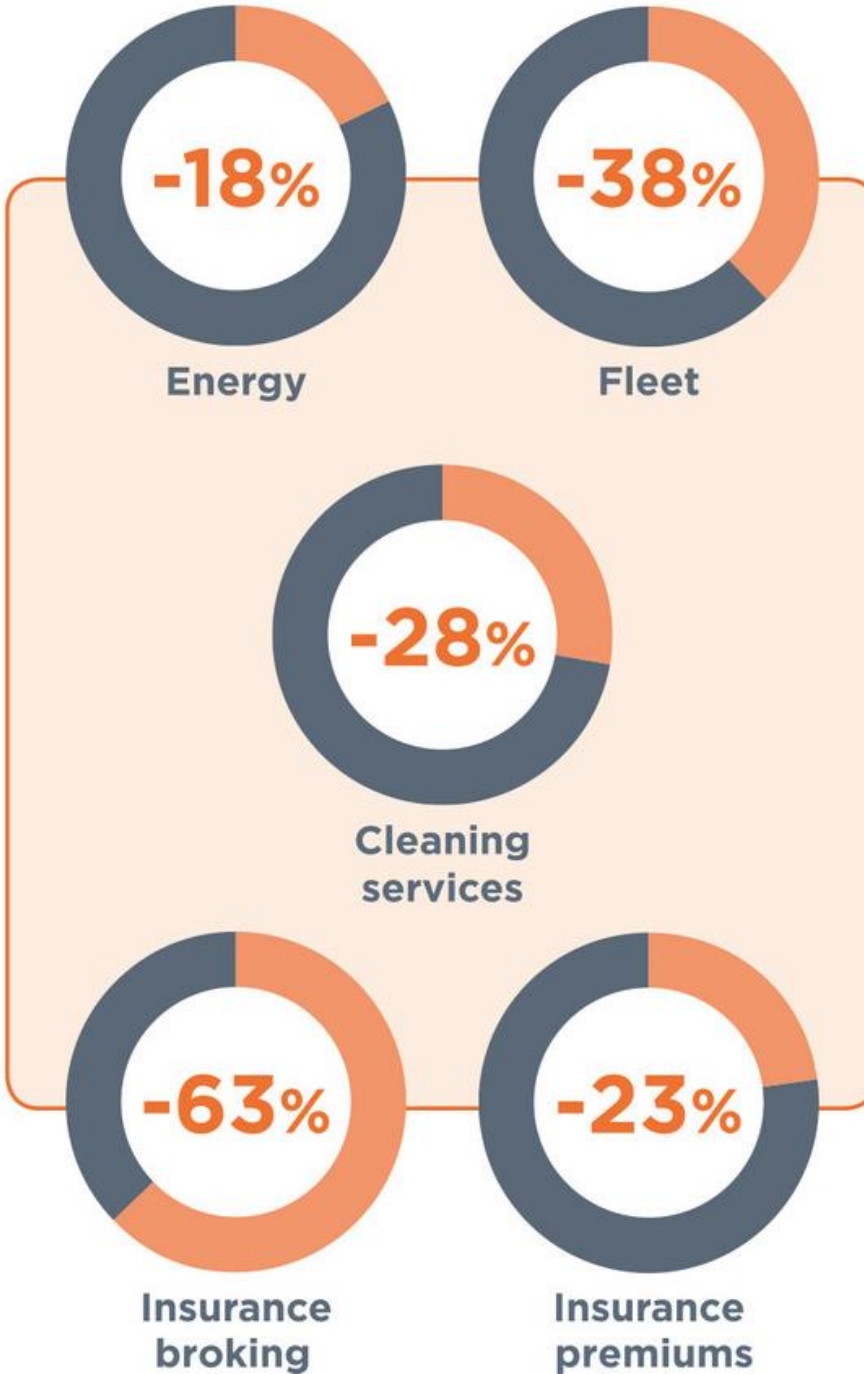
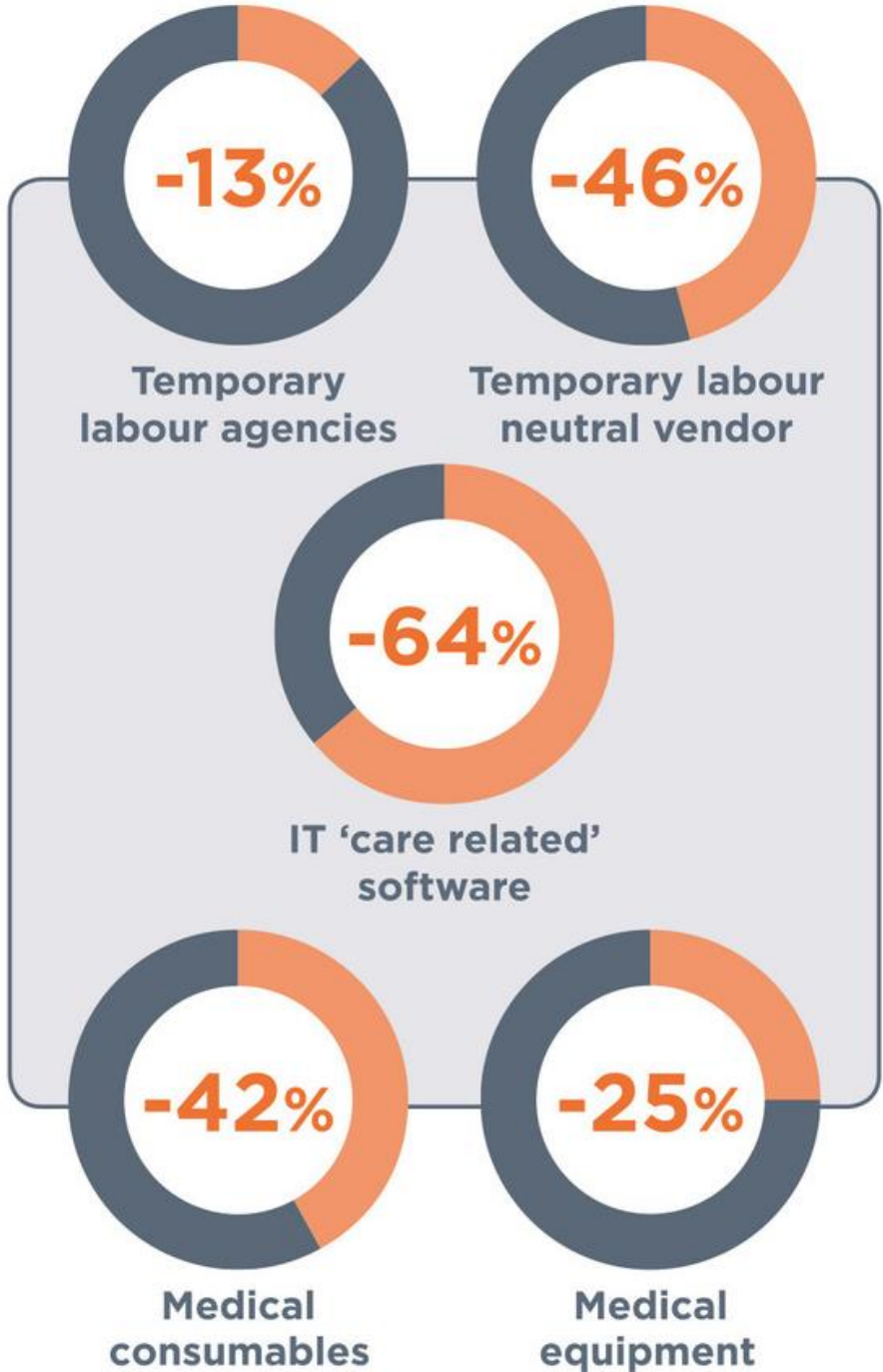
We will run tenders and follow a 7 step sourcing process to optimise savings. Never compromising quality.

## **KEEP Savings**

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



# Average Savings Gained



# 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:

Neutral Vendor Agency Model

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 and efficiencies?

Contact us for an 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:



# Q&A