

Incremental Steps Generate Significant Impact

Substitution strategy in supplier and product inventory management as an effective means of rapidly achieving cost savings in the purchasing of hospital supplies

The hospital sector is facing relentless cost pressures. The imminent introduction of flat-rate premiums for hospital treatments will not only further aggravate cost pressures, but will also see the beginnings of revenue erosion. Proactive hospitals are safeguarding against that constellation. They recognise that there is enormous optimisation potential in purchasing that can be relatively simply and readily exploited with a low element of risk.

The Client

- Leading cantonal hospital offering a comprehensive range of medical services to a catchment area with over 500'000 inhabitants
- Capacity: over 2'500 employees, 500 beds, 150'000 days of care, 300'000 outpatient treatments
- Operating revenue: over CHF 370 mio., purchased medical supplies approx. CHF 60 mio.

The Objective

- Provide quantitative and qualitative proof of savings potentials in the purchasing sector
- Generate decision making and project criteria for purchasing optimisation

The Solution

- Carry out potentials analyses in the product categories cardioangiology (balloons, catheters, stents), cardiology (cardiac pacemakers) and orthopaedics (implants)
- Identify substitution potentials (suppliers, product categories) and their corresponding savings quotients
- Submit concept proposal for positioning the purchasing organisation (organisational delineation strategic/operational in terms of management, support, purchasing, controlling)
- Provide proposals and inputs for the strategic supplier management (single/dual/multi sourcing)

The Client Benefits

- Verification of a quantifiable savings potential for the defined product categories alone exceeding 18%
- Know-how and practical data for a sourcing project