



Bristol City Council and UBHT NHS Trust lead collaborative project on Examination Gloves



Challenge: To implement a 3 yr framework contract for non-sterile examination gloves

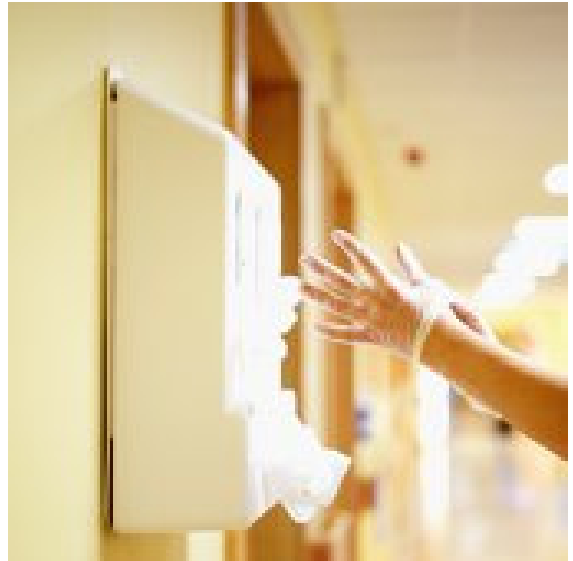
Solution: A full eSourcing Tender process including eAuction

Situation

Bristol City Council and United Bristol Health Trust embarked on a collaborative sourcing project to source their examination glove requirement. The initial indicative spend was estimated at £1 million per annum although this value is likely to increase as the resultant contract will be accessible for local authorities of the South West along with the police and other NHS health trusts. In support, the South West Centre of Excellence agreed to fund the project and e-Three were engaged to provide support as the SWCoE preferred eAuction provider. e-Three supported the project through supplier training, the Invitation to Tender stage, and support and supervision of the actual eAuction event.

Process

Bristol City Council and UBHT ran an OJEU compliant Tender process involving pre-qualification, invitation to tender and eAuction. In addition, a decision was taken to hold a supplier day to demonstrate integrity and transparency of the process to suppliers. This also allowed e-Three to familiarise them with the eAuction process. Preparation was key to the success of this project. An eAuction structure which met with the approval of the supply base's methodology, was developed and delivered to the client. e-Three issued detailed instructions on the conduct of the eAuction, followed by extensive training which was carried out with each supplier. It was crucial to ensure that every participant was fully informed at each stage of the project. In addition, suppliers were able to post questions online at any time – creating an efficient method of distributing information to all those involved in the bid. A quality assessment day was also held so that short-listed suppliers could demonstrate their products.



Results

The eAuction, held in December 2006 was a resounding success, with all suppliers actively participating. The complete sourcing process delivered significant savings of 40% against current spend for Bristol City Council and 20% saving against current spend for UBHT and additional savings will be delivered for the other organisations planning to utilise this contract. Lester Hayward, Procurement Officer at Bristol City Council says, "the collaboration element helped us leverage volume and the eAuction was a huge success producing a competitive market between the suppliers that led to the achievement of significant savings."

The success of this project emphasises the value that can be delivered by collaboration and this was a particularly excellent achievement as it involved co-ordination between cross sector public organisations. In addition it clearly demonstrates that high and low volume users can benefit significantly from collaborative sourcing.

To find out how e-Three can improve your competitiveness, call us on **+44 (0)20 7484 5077**, or email **info@e-three.com**

