



Barts and The London NHS Trust  
London, England  
www.bartsandthelondon.nhs.uk

#### Industry:

Healthcare

#### Annual Revenue:

US\$998.79 million

#### Employees:

7,800

#### Oracle Products & Services:

Oracle iProcurement  
Oracle Purchasing

**“Oracle’s advanced purchasing solutions have enabled us to build a highly cost-efficient, secure, scalable procurement and supply platform that generates significant and sustainable savings and makes Barts and The London NHS Trust a beacon of good practice within the NHS.”**

– Sammy Ogunji, E-Business Development Manager, Barts and The London NHS Trust

## Barts and The London NHS Trust Lowers Procurement Costs to Become One of the Most Efficient NHS Trusts

Barts and The London NHS Trust includes three world-leading teaching hospitals and specialist medical centers that serve 2 million people in East London. Renowned for its state-of-the-art facilities, highest training standards, and leading-edge clinical research, the Trust is committed to achieving the best value from its spending and to meeting challenging government savings targets while continually improving the quality and excellence of patient care.

### Challenges

- Gain real-time view of spend commitment, increase purchase order accuracy, and automate complete procure-to-pay process
- Leverage multimillion pound annual spend on specialist medical and general supplies to maximize volume discounts
- Enable buyers, analysts, and contract managers to track spending, monitor suppliers and costs, and identify savings

### Solution

- Replaced disparate standalone, paper-based legacy purchasing systems with Oracle Purchasing and Oracle iProcurement
- Rolled out self-service requisitioning to over 200 clinical and nonclinical users within three years, accounting for 80% of purchase order activity.
- Used Oracle iProcurement to access UKprocure eMarketplace, a community of buyers and suppliers used by many NHS Trusts to purchase goods from hundreds of approved suppliers
- Leveraged UKprocure to order items in seconds from supplier managed online catalogs and route entire requisition-to-pay workflows with Oracle Purchasing
- Encouraged more than 50 key suppliers to join UKprocure as a prerequisite for the award of trust contracts while benefiting from the lower costs of electronic trading
- Used Oracle Daily Business Intelligence to automate creation and distribution of preset reports giving key executives a daily update on spend, contract leakage, and overdue invoices
- Achieved savings of US\$9.25 million (£6.5million), beating the organization’s goal by US\$1.92 million (£1.35 million) and reducing the number of required buyers by 60%
- Reduced procurement costs by almost 27%, from 0.67% to 0.49% of the total influenceable expenditure, within five years