

A large, abstract graphic of overlapping, wavy blue lines that flow across the top half of the slide, creating a sense of movement and depth.

# How to make collaborative procurement work for you

Pav Devsi – Director of Procurement & Contracts

# Who are we?

## NELFT & BEH Procurement Shared Service



## Providing Mental Health and Community Services

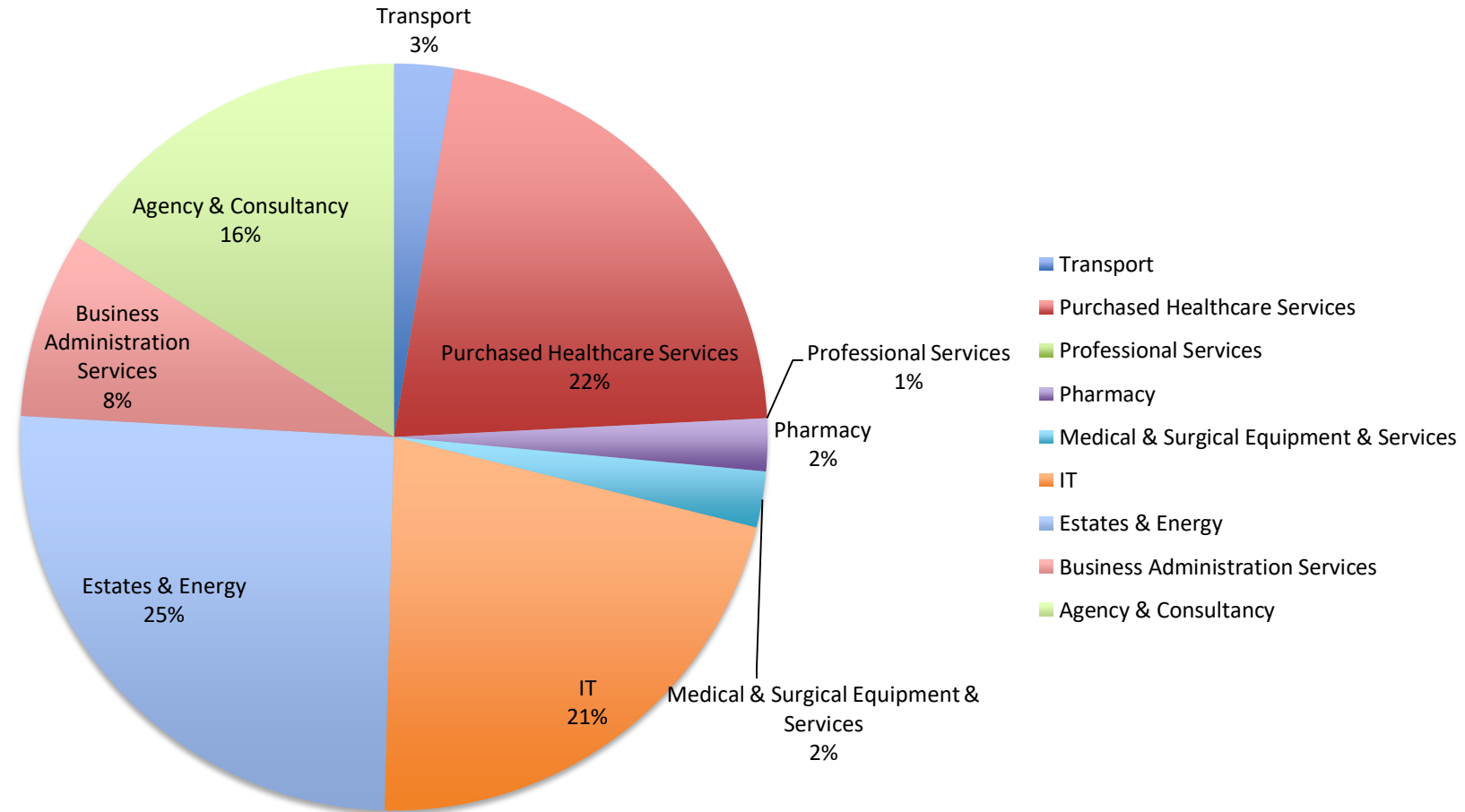
Combined non-pay spend of £180 m

Spend and contracts different from Acute

Over 200 sites

Most of the spend is services

# Spend Profile of MH & Community Services Trusts



# Route 1 - Category Management

Analyse your spend

Create your work-plan

What are our other Trusts/Hubs doing?

Be dedicated category leads/business partners

Provide professional and effective contract and commercial negotiation skills

# Route 2 - Stakeholder Engagement

Dedicated local HoP for Trust

**Local HoP to communicate and raise issues.**

Key liaison with Trust executive and divisional management teams.

Other local presence

All category leads will engage on-site with the Trusts' stakeholders as required.

This will ensure that **procurement has a face in the relevant forums and the organisation is able to plan.**

# Example - Continence Services

Products

Benchmarking

Usage/Prescribing practices

Home Delivery Services (HDS)

Annual Savings in excess of £200k

# Questions?