

BrightSourced



BrightSourced's leading water eSourcing procurement services, saves Barts NHS Trust 62% on their water costs.

62%
Saving against
previous costs

Barts NHS trust is the largest NHS Trust in the UK and operate from four major hospital sites. As well as district general hospital facilities for three London boroughs, they have the largest cardiovascular centre in the UK, the second largest cancer centre in London, an internationally-renowned trauma team, and are home to the London Air Ambulance.

Barts were suffering from increasing water costs in excess of £2.7 million. With the deregulation of the water market in April 2017, they engaged BrightSourced to achieve cost savings whilst maintaining and increasing on quality of service and supply.

The Brief:

Bart's wanted to not only set up a new water contract for their trust, but they also wanted to create their own framework, so other NHS bodies in the UK could benefit from a high service and value led water solution, targeted specifically for the NHS market. Due to the complexity of their requirements, they employed the services of BrightSourced, to not only set up and manage the framework but to manage the call off on their behalf too.

"BrightSourced managed the whole process on our behalf and saved us over 60% on our water retail costs, which in a trust of our size, is a tremendous saving!"

Their expertise in this field coupled with their innovative technology, ensured professional delivery and a transparent and compliant result."

*Mr Bradley Royden-Jones
(Senior Procurement Lead)*

The Success:

After setting up the first NHS water framework in the UK, BrightSourced then analysed Barts' water spend data, to understand how they were using water and what they were actually spending in wholesale and retail costs. They then managed the call off on Bart's behalf, both parties gave a score to each of the suppliers based on their service propositions and those scores were then used in a transparent WEIGHTED eAuction, to give an overall winner based on both price and quality combined.

BrightSourced successfully identified a supplier on the framework to save 62% on Barts' retail water costs, whilst providing greater service levels than what they experienced before.

NHS
Barts Health
NHS Trust



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