

BACKGROUND

BMI Hospitals are the leading provider of independent health care services in the UK with a focus and reputation for clinical excellence, quality of service and efficiency.

It has 67 hospitals and treatment centres across the country known as BMI Hospitals. It has 9,200 employees, 2900 beds, 1 million outpatient visits per year and 250,000 inpatient visits per year. All hospitals are equipped with state-of-the-art medical equipment and facilities, and all meet stringent quality of care standards.

INTERIM PROCUREMENT REQUIREMENTS

BMI Hospitals have a large procurement requirement which extends right across the procurement of medical equipment to ancillary support services. The procurement team therefore is required to source anything from drugs to the purchase of large volumes of syringes and multi-million pound medical equipment, as well as a multitude of indirect and back office purchases such as hiring agency staff and a host of consumables in order to run the hospitals effectively.

In 2010 BMI had some steep procurement targets to hit and expenditure needed to be monitored much more closely. In order to meet these targets it was determined that the procurement and sourcing department needed to be restructured. BMI was in the process of recruiting a new Director of Sourcing and Property Development and while it searched for the right candidate it felt that interim procurement was needed. Procurement specialist Neil Birkbeck was appointed to help the procurement teams optimise cost base reduction and meet its very challenging targets. Neil came on board and very quickly integrated with the other team members. Initially Neil was hired for a six month project which was extended for over a year. Neil was considered an invaluable support working with the team as well as helping the new Director of Sourcing who once hired had to hit the ground running.

Matt Oxley, Group Procurement Director comments: "Neil came on board at BMI at a very challenging time. We had just restructured the purchasing team and were in the process of recruiting new talent into the business to deliver a significant step up in team performance. Neil provided great support to the newly appointed Sourcing Director during this critical phase of our transformation programme."

STRONG PEOPLE MANAGEMENT SKILLS

Neil Birkbeck's relationship building skills with the team, the business and the supply base were central to the success of the transformation programme. Andrew Jones, newly appointed Director of Sourcing and Property Development comments: "Neil worked with me for over a year to help me deliver the change in performance of the Sourcing team. Neil's focus on delivery is outstanding and his ability to structure deals in such a way that delivers the maximum in the shortest time possible has set new standards. His energy and drive are infectious and there is no doubt that his attitude and approach enabled us to hit our very



BMI HOSPITALS: HELPING TO DELIVER A STEP CHANGE IN PROCUREMENT

**IN THE FIRST YEAR, BMI DELIVERED A
£9M SAVING ON AN £80M SPEND**

BMI Healthcare

stretching targets. I would have no hesitation in recommending him and firmly believe he would be a real asset to any procurement function."

GETTING THE JOB DONE

With years of cross industry experience, best practice processes and methodologies combined with strong project management skills, Neil was able to ensure that the project remained on track. Neil looked at all aspects of procurement working with medical experts to understand the needs for specialist equipment. He reviewed current purchasing processes with the aim of identify saving opportunities and advised on what course of action to take. Neil led the team to achieve a very challenging budget, leading from the front on the major projects.

Matt Oxley concludes: "I would not hesitate to recommend Neil. Anyone seeking a delivery focused professional with the experience and aptitude to slot into any position in any team, wouldn't go wrong hiring Neil. Neil works fast, he integrates well with the team, and above all he has tenacity and a desire to get the job done."

