



# Trauma & Orthopaedic Inefficiencies Cut

## Client Case Study

### Client

The Trust is the principle provider of acute care services in the County. It has 950 beds serving a population of around 500k which doubles in summer months and employs over 5k staff.

### Challenge

The Trust faced some significant financial challenges and was seeking savings opportunities to help them reach their Cost Improvement target. Linea was engaged to identify non-pay savings within the Trauma & Orthopaedics department.

Expenditure had increased over the last two years and the main areas of expenditure were not known.

A lack of robust procurement authorisation procedures.

Management & clinicians sceptical that further savings could be achieved.

### Approach

Renegotiate prosthesis agreements with current suppliers.

Agree consignment stocking and stock return options with suppliers.

Improve stock purchase and control parameters.

Initiate the potential sale of surplus stock.

Obtain free instrumentation sets from suppliers and

the sell back of existing sets to release cash.

Devise a comprehensive stock take procedure to ensure accurate and timely counting of stock.

### Outcome

Identified realisable savings of **£900k** from Trauma & Orthopaedics.

Identified further savings of **£2m** from procurement and inventory management activities across the rest of the organisation.

Provide concrete evidence to management and clinicians that significant further savings could be achieved from a continual focus across the supply chain.

"Linea successfully identified practically realisable savings of £2.9m for the Trust, which will be a key component of this years Cost Improvement Programme."

Chief Operating Officer