

Procurement Matters 8

NEWS and IDEAS from PSL Consulting
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Are you getting best value from your social care suppliers?



As councils have, with increasing urgency, got to grips with their burgeoning social care costs many (often competing) approaches have emerged. However, in our experience these approaches often boil down to 'price versus cost'.

In simple terms the **cost** of the service is the amount the provider spends producing it; the **price** is the reward they derive from providing it; and (for good measure) the **value** is what the customer believes it is worth.

The majority of social care contract prices can be simply and succinctly broken down into six main ingredients, including accommodation, shared client support and what we call life skills development.

With a proper framework and effective negotiations, savings of **around 20%** are possible in many, though not all individual cases. You should certainly be able to secure savings of **2-7%** across the entire portfolio.

'Completed Staff Work'

There is a growing interest in Completed Staff Work (CSW). What is CSW? Developed originally by the military it's about the study of a problem or the presentation of a solution requiring only a "yes" or "no". It is not a magic solution; but done properly, it liberates your boss, your client, your supplier; indeed anyone for whom you prepare and complete work.

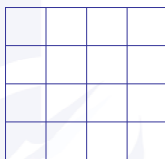
For more about CSW see the *Procurement Matters!* section of our website or call us...

Service SPOTLIGHT

Similar to a peer assessment, our **procurement health check** is highly operational in direction and designed to unlock improvements in your strategy and operations.



CASE STUDY: We have completed many reviews for organisations as diverse as a technology company, pharmaceutical, government department, local authority and retailer. All our reviews have drawn out comprehensive observations and realistic recommendations. In many cases we have gone on to implement these improvements...



Procurement Thinking...

How many squares can you see in the diagram on the left?

...outside the box!

We think procurement matters

We exist to improve your procurement efficiency and performance

For more details about any of the items in this issue of our newsletter...
...as well as the answer to our teaser... please contact info@pslconsulting.co.uk