

ERA works with UAE Rehabilitation Hospital - Estimated savings of DH 2.7 million over 24 months

CLIENT:	Rehabilitation Hospital
SECTOR:	Healthcare
COST CATEGORIES:	Nutritionals, Hospital Consumables, Pharmacy, Laboratory Testing

THE CHALLENGES

- Purchase process was quite complex & time consuming, managed by multiple stake holders through a matrix decision making system. This was resulting in low organizational productivity.
- Low purchase volumes, and controlled pricing were posing significant challenges in managing costs.
- The Hospital was dealing with large number of suppliers across all categories, with no consistent purchase pattern. Relationship with the suppliers was mostly transactional.
- Inventory Management was not well managed, due to patient specific requirements for medicines and consumables.

The Healthcare sector in the UAE and GCC has continued to expand rapidly whilst facing its own sector pressures. The industry is facing rapid development through technology and process change, new build hospitals are being commissioned offering greater choice for patients. In addition, fee growth is being curtailed by changes to insurer payments as well as the impact on cash flows due to claim processing delays.

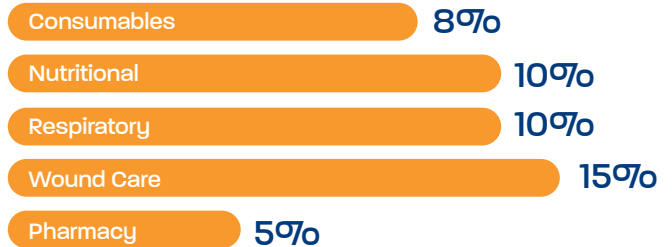
Expense Reduction Analysts provides local and global experience in the healthcare sector, delivering financial benefits, process improvement as well as technical innovation. Working with the Rehabilitation Hospital is just one example as to how ERA is helping the healthcare sector in the UAE.

The Head of Finance comments on working with ERA:

“Expense Reduction Analysts exceeded our expectations identifying areas of savings that we previously had not contemplated. ERA’s systematic approach to cost management has delivered returns in excess of our expectations. Importantly, the results were achieved without management or team members having to invest significant resource time. In addition, ERA have also identified new cost saving initiatives that has the potential to further improve on an already impressive result.

ERA’s Naren Mallakunta and team have demonstrated the utmost professionalism in dealing with both our staff and suppliers, they have provided the expertise and additional resources to reduce our expenditure whilst allowing our team to focus on patient delivery. We very much look forward to working with ERA in future project delivery and I have no hesitation in recommending Expense Reduction Analysts.”

SUMMARY OF SAVINGS



- **Higher employee productivity** through Supplier Optimization (70+ to 15) Inventory Management, Forecasting scheduling & LPO process (10,000+ to <100)
- **Improved Efficiencies** through Annual Contract System, defined Tendering Process & Relationship Management
- **Strategic gains** through Outsourced solutions and Implementation of alternative options

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GROUP HEAD OF FINANCE,
REHABILITATION HOSPITAL