

CASE STUDY

**BENEFITS PIPELINE IDENTIFICATION &  
DELIVERY FOR PRIVATE HEALTHCARE CLIENT**

**Service line** Opportunities & cost optimisation | **Industry** Healthcare  
**Client** Healthcare provider

**Project**

Our client, that had been acquired by a private equity firm, is a major healthcare provider with multiple large sites across Australia. They required a comprehensive review of their enterprise-wide procurement activities and a detailed program to deliver new and significant ongoing benefits across all clinical and non-clinical spend. The program was to be consultant-led but executed in partnership with our client's team.

Our scope of work included:

- Completing a detailed review of procurement spend and activities
- Developing a pipeline of activities and estimation of their benefits
- Assessing the team's capability and capacity for 'business as usual'
- Allocating the team and a consultant-supplied resource to the defined program of work
- Establishing a governance structure and internal stakeholder engagement forums to facilitate a clinical assessment of new procurement initiatives
- Executing these initiatives through both existing and consultant-supplied procurement tools and processes

**Solution**

We implemented a program of work to deliver quantifiable and auditable, year-on-year procurement benefits, and a tool to track the work and its delivery of those benefits. This included more than 50 initiatives, ranging from negotiations with incumbents through to large-scale go-to-market exercises across all spend areas, including clinical consumables, prosthetics, pharmaceuticals, energy, labour hire and site maintenance.

**Outcome**



**"Delivered more than  
\$12 million in benefits  
within the first year"**



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