

## **SURESTOCK AND HEALTHLOGISTICS JOIN FORCES TO DELIVER A MANAGED CATALOGUE SERVICE TO THE NHS**

Oxford GB, 28 February 2005

SureStock Services Limited and Healthlogistics.co.uk Limited today announced a partnership to provide a managed catalogue service to SureStock's customers in the NHS.

Under the partnership, SureStock's current and future e-procurement system customers will have access to the NHS standard catalogue being created, expanded and continuously managed by Healthlogistics. As the catalogue expands, SureStock's e-procurement system customers will expend less and less labour on catalogue maintenance, freeing up resources to deliver better procurement to their end-users. Correspondingly, the spend of SureStock's 30+ Trusts will help Healthlogistics enroll additional suppliers into the managed catalogue, resulting in a virtuous circle that will benefit the NHS as a whole.

Based on its experience of delivering managed procurement services to NHS Trusts, SureStock estimates that the labour consumed in updating catalogues across the English NHS is in the region of 500 FTEs. "Our experience of selling e-procurement into other parts of the UK public sector has highlighted the fact that the NHS is unique in its preference for "do-it-yourself" catalogues. Other industry sectors prefer suppliers to maintain their own catalogue data in collaboration with expert catalogue service providers, which is the approach Healthlogistics is taking" said Richard Haynes, Managing Director of SureStock.

Healthlogistics is an authority on international coding and classification in the global healthcare industry, with representation on United Nations' and national level committees. The company has piloted its NHS managed catalogue service in several of the largest NHS Trusts and is now rapidly rolling it out to the broader NHS community. "We are delighted to add SureStock to the list of e-procurement providers we support. SureStock's NHS spend is over £100M and covers 10,000 suppliers. So we expect this partnership to help us deepen the supplier base in our managed catalogue" said Peter Elwin, Director of Healthlogistics.

### **About SureStock**

SureStock is a leading provider of managed procurement services, procurement software, procurement training and consultancy to the NHS. The company has delivered over 250 person years of managed procurement, conducted over 2,500 tender exercises, processed nearly 4M e-procurement transactions, and handles over £100M in NHS spend.

### **About Healthlogistics.co.uk**

Healthlogistics specialises in e-procurement solutions for the UK healthcare sector. It offers web-based procurement systems to the NHS and private healthcare sector and has catalogue management and e-trading solutions that are highly cost-effective and suitable for any supplier irrespective of size. Its catalogue expertise is second to none in the UK and it works with a range of European organisations in the development of data standards.

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