

Royal Brompton & Harefield NHS Foundation Trust achieves over £300,000 saving with spend recovery audit

The requirement

The Trust wanted to look at all possible areas of potential overpayments to suppliers. In particular, they wanted to undertake a purchase ledger recovery audit in order to identify unused credits on suppliers' books and any duplicate payments made.

They were keen to engage with a specialist supplier who had a reputation for being light touch and with a reputation of recovering the maximum amount.

They were not only keen to recover as much as possible but also wanted to check that their procedures were working effectively.

They had not undertaken such an audit for a number of years.



The solution

After a meeting in which Meridian clarified the exact requirements of the Trust, Meridian delivered a detailed proposal in which they clearly set out the methodology, timelines and expectations.

The Trust exercised due diligence, by following up client references on Meridian's service and the decision was made to direct-award to Meridian under the Analysis and Reconciliation framework issued by London Procurement Partnership and The East of England NHS Collaborative Procurement Partnership.

The results

Meridian provided all resource for the investigation and claims management work.

As expected the majority of spend recovery was achieved from unprocessed credit notes. 80% of the total value recovered was achieved within six weeks of the project starting and all recoveries were delivered in line with expectations set before the project started.

The project over delivered on the expectations sought.

"We were delighted by the service Meridian delivered.

The Meridian Account Manager and staff worked in a courteous and efficient manner both with suppliers and the Trust's own staff.

They were also thorough and diligent.

They genuinely handled over 90% of all the work – and did not draw any significant time from the Trust's own staff.

I have already recommended them to other London Trusts and have no hesitation in recommending to others."

Andy Cavanagh, Head of Corporate Finance

For further information:

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