

Rapid Onboarding of SMEs Revolutionises Medical Inventory

Challenge

- The Defence Medical Services (DMS) team urgently needed to digitise and automate inventory management, to overcome inefficiencies and operational risks.
- Manual processes led to misplaced or excess medical items, reducing accuracy and increasing wastage.
- Inventory details were recorded on paper and transcribed into spreadsheets, introducing delays and errors.
- The overall process was time-consuming, burdened by duplication and administrative overhead. This slowed down progress and limited the team's ability to respond quickly and operate with agility.
- By leveraging edge computing, the solution will enable real-time tracking, faster reordering, reduced wastage and accurate stock transfers.

Approach

- Used NVfl to tap into a growing network of innovative SMEs, ensuring access to niche expertise and fresh ideas.
- **Early Engagement and Collaboration:** Suppliers were engaged early through demonstrations and presentations, fostering strong relationships and alignment with project goals.
- **Streamlined Procurement:** A flexible process with fewer notice requirements and compliance under Public Contracts Regulations 2015 (PCR 2015) made onboarding faster and simpler.
- **Dedicated Support:** Constellia, acting as the neutral vendor, provided ongoing support throughout, helping maintain pace and compliance.

Outcomes

- NVfl opened doors to niche expertise and cutting-edge solutions that traditional routes might have missed.
- **Efficient Process:**
 - Compared to other routes, NVfl delivered faster onboarding and reduced complexity.
 - The entire procurement journey took four months – extended slightly by internal delays – but speed was never the primary goal.
- **Delivering Strategic Defence Review (SDR) and Defence Industrial Strategy (DIS):**
 - Contract awarded to Kiniot Ltd, a UK SME based in Northern Ireland. This is an example of how the government is backing British businesses and increasing MOD spending with SMEs.

KEY WINS:



Scalable for future phases and broader deployment



95% SME engagement in industry day



“Despite the nature of the project, the complexities of digital procurement and being the first tender run through NVfl, Commercial X quickly grasped the requirements and worked at pace to deliver a contract that provides good value to the MOD.”

Surg Cdr James Saffin FRCA – Consultant Anaesthetist - jHubMed