



Development of a new medical consumables business unit complementing a leading integrated medical technology organisation



Project Description

HTS was approached by Althea UK and Ireland in early 2021 to develop a new business division with a focus on offering high quality and commercially competitive medical consumable supplies in the UK and across the Althea Group.

Working in partnership with Althea, HTS conceived and implemented Althea UK Supply Solutions (AUKSS), a major programme that included development highly accredited international supply chain with an initial focus on Personal Protective Equipment and infection prevention products, identifying and bidding on tens of public and private sector opportunities and winning two highly coveted NHS Supply Chain tenders.

Building on this solid foundation, AUKSS work will be focused disrupting the market through an ambitious business development and sales programme offering high quality and competitively priced products to the NHS as well as international healthcare market.

HTS' Role and achievements:

- Won multiple major NHS Supply Chain (NHSSC) and public-sector tenders for supply of single user medical equipment, ranking exceptionally highly across the board.
- Awarded several multi-year NHS framework contracts worth hundreds of millions of pounds.
- Developed an assured supply chain for consumable medical products from accredited international suppliers.
- Developed robust processes to identify, review and respond to relevant public procurement tenders, reviewing over 100 opportunities and submitting to major NHS tenders in England, Wales, Scotland and Northern Ireland.
- Leadership in sales and business development, supplier management, category management, and development of logistics, supply and service infrastructure.

Client Benefit: Development of a new major business division, with assured supply chain and award of significant framework contracts.