



Welcome to our anniversary edition

We're proud to report that we're now four years old and in this newsletter we will be reflecting on some of the milestones and great projects that we have worked on along the way.

Great Feedback



Owen Mumford was one of our first clients and we'd like to say a BIG Thank You for their considerable support over the years and specifically to Owen

Mumford's Group Finance Director Gavin Jones for this feedback following our ERP project;

"Aside from achieving on target completion for this phase, I believe you have facilitated an extremely professional system selection process culminating in successful contract negotiation with, in my view, the right partner for OM."

Reflections on Improving the Med-Tech Supply Chain

Lime Associates' Client Director James Cooper was recently invited to talk at this Medilink event and here are some of his thoughts about the day;

"It was great to get in front of people within the industry to provide some insights into the purchasing and supply chain of buying materials, goods and services for health tech companies. Whilst all companies are serving different areas of the industry we all have something in common which is the passion for the safety, care and rehabilitation of the end user above all else. In no other industry does this happen throughout the whole of the work force. It is certainly something to be proud of."



STOP PRESS - James was very pleased to score 100% Good or Excellent in the evaluation forms for this event.

Rising demand for procurement professionals

Good News! Michael Page reports that demand is on the rise for procurement professionals. Follow a link to their most extensive ever salary survey, produced in partnership with Supply Management and CIPS. Click on the [link](#) to read the 2013 salary survey.

Happy Birthday to us!



We are very proud that, in only four years, we have delivered in excess of £18 million savings for medical device and health technology clients over a range of projects from recruitment to raw materials and packaging.

Not only have we helped clients to improve efficiencies and save money, but in 2012/13 alone, we raised over £2000 for charity through our 'Movember' campaign for Prostate Cancer and by Lee's daring tandem skydive

for the MS Society.

These are just some of the projects that we have worked on;

1. Several supply chain design projects including a major global initiative
2. Two ERP projects one covering user requirement specification, the other software choice
3. Several worldwide low cost sourcing projects
4. Major distribution and logistics assignments
5. Many e-procurement initiatives contributing to major cost savings

We thrive on building relationships with people, so if you'd like to learn more about what we do over a cup of coffee, please give us a call on 0114 213 8306 or e mail enquiries@lime-associates.com

Are you ruining your suppliers' performance?

There are only a few places left on the Medilink, CIPS and Lime Associates joint seminar **Are you ruining your suppliers' performance?** at Bio City on 15th October - visit the Medilink site [here](#) to guarantee your place.

"The foundations you have been instrumental in creating and the planning undertaken to date will no doubt assist us greatly as we move forward."

Gavin Jones, Group Finance Director, Owen Mumford UK

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Lime Associates
The Quadrant
99 Parkway Avenue
Sheffield
S9 4WG
0114 213 8306

lime-associates.com

