



Welcome to 2014

In our first newsletter of the new year, we hope that you all had a rejuvenating, enjoyable Christmas and New Year break and, like us, are now firmly focussed on the exciting year ahead. We start the year by bringing you news about a recent healthcare survey, our own advice for ensuring that your suppliers comply with ethical procurement codes and a new Special Interest Group for Medilink.

UPS Healthcare Logistics Survey

46% of the respondents in Healthcare Packaging's Healthcare Logistics Outsourcing Survey indicated that they expect to increase their logistics outsourcing in the next 12 months. The business drivers behind this trend are to reduce costs (73%), improve service quality (55%) and for regulatory compliance (43%).

Logistics outsourcing is a major commitment for a business, yet only 24% used their purchasing function in the choice of service supplier.

Lime Associates have wide experience in helping companies to outsource their life-science logistics. We do this in a balanced manner so that our clients not only receive competitively negotiated financial quotes, but also receive commitments on other areas that are vital to their business health such as customer service requirements, meeting regulatory needs or integrating with their IT systems.

If you would like to discuss how Lime Associates can help you in choosing or moving your outsourcing partner or enhancing the relationship with an incumbent supplier, please call 0114 213 8306.

You can download the complete survey [here](#).



Ethical procurement

Many of Lime Associates' assignments involve sourcing raw materials and finished devices from overseas. An integral part of the due diligence that we undertake on clients' behalf is to assess prospective suppliers and create an 'ethiscore' against the following criteria:

Child labour - is there a possibility children could be forced into producing components? Upstream supply chain is potentially a problem when materials are sourced from developing nations. Can you be sure that, when demand increases, suppliers do not subcontract to family run businesses, with little or no control over who does the work?

Safe working environment - are the conditions safe to work in? In some developing countries practices which were outlawed in Europe persist where the workplace is dangerous. This could be from unguarded machinery, failure to provide adequate safety clothing / apparatus, noise levels or high levels of particulates in the air that make breathing difficult.

Deforestation/ land clearance - if the base materials are crop derived, are these from responsible farmers? There is an issue in SE Asia at present concerning palm oil production. Indigenous forests are being cleared for production of palm oil for use in a wide variety of applications. It is relatively cheap and has a high yield but it means the habitats of many species of plants and animals are being destroyed as a result.

Pollution and recycling - do your prospective suppliers and their supply chains make a conscious effort to minimise the impact of waste disposal in their local environment? Do they have a recycling target for packaging and waste? What is done with dangerous materials and how are these responsibly disposed of?

It is essential that anybody engaged on purchasing and supply chain contracts in low cost sourcing areas consults the CSR policy of any prospective supplier. If they don't have a policy, then ask for one to be drawn up.

CIPS, in association with an anti slavery charity, has produced a comprehensive and thought provoking guide to **Ethical and Sustainable Procurement** - click on the link to download it.

New Supply Chain Special Interest Group

Lime Associates are pleased to announce that we are working along-side Medilink East Midlands to form a Supply Chain special interest group (SIG). Medilink East Midlands is part of Medilink the life science industry association, whose aim is to help health technology companies establish, develop and grow. Steve Langron our Supply Chain Director considers the SIG as a great platform for the industry to share best practice on how to control risk and enhance the customer's experience.



Any of our readers who are interested in joining the SIG steering group or presenting a topic at one of the meetings are asked to contact Steve Langron on 0114 213 8306 or steve.langron@lime-associates.com

Setting up a pharmaceutical supply chain



We have recently undertaken a supply chain set up exercise for a pharmaceutical company. We were briefed to establish the supply chain processes that would enable the following processes to be prepared in an optimum manner:

- Clear ways of working between the two suppliers and our client
- Understanding of strategic stock holding plans to support the product launch
- Identification of supply bottle-necks and hence areas for pre-launch remediation or

planning to maintain service levels

- Documentation of the ways of working into a SAP User Requirements Specification
- Understand the product flows and stock holding volume as a basis for engaging with a third party logistics provider

Read how we did it on our [blog](#).

Enterprise Resource Planning

In response to the increasing number of enquiries that we are receiving to help clients with ERP systems and procedure, we have created a new page on our website to give people more information.

Lime Associates has an excellent track record in effective contract negotiations and our knowledge of both the Health Technology industry requirements and ERP implementation projects has reaped rewards for numerous clients, including Owen Mumford.

Read more about [ERP here](#) or contact us on 0114 213 8306 for a coffee and a chat about your ERP needs.

“Lime Associates helped us put in place a robust supply chain for a medical device with an ancillary medicinal substance.”

David Davies, Chief Development Officer, Futura Medical

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