



## Five fabulous years

We're very proud to announce that Lime Associates has been sharing its purchasing expertise and experience with clients for five years!

In that time, we have been involved with several supply chain projects, have helped to commercialise start up businesses and have helped clients to save over £25 million. We have achieved this by building solid relationships with our **clients**.

**"Lime Associates expertise has allowed us to make further improvements to our World Class global supply"**

Noel Waters, SVP Global Operations , Smith & Nephew Advanced Wound Management



## SourceDogg e-Sourcing news



One of the principle benefits of implementing an e-Sourcing solution, such as SourceDogg, is the transparency that is provided across the spend of an organisation. Here is the

conclusion from a free whitepaper on the issue written by Anthony Flynn of Dublin University Business School. [Read it in full here.](#)

Transparency is integral to professional procurement practice. It is not an optional extra or something that firms can pay lip service to. Low levels of transparency and oversight are associated with maverick spending, which increases procurement costs and reduces firms' competitiveness. Equally, a lack of clarity and visibility over spend profile denies a firm the opportunity to manage procurement strategically by consolidating its supply base and benchmarking its spending outlay against industry standard setters.

Transparency in procurement is also a litmus test of the transparency and probity of the firm generally. It indicates to both internal and external stakeholders how much emphasis is placed on financial accountability, maintaining good external relations, and adhering to guidelines, whether regulatory or corporate.

On many levels e-Procurement has a critical role to play in underpinning transparency. It provides the control, functionality, monitoring, audit trails, and data collection that individually and collectively promote transparency in big firms and in small firms. More and more it is becoming a key lever for firms to manage procurement strategically.

## Achieving a breakthrough is not the only step to commercialisation

Product Innovation often necessitates the designer treading the less worn path to achieve a new breakthrough. Within a major company, it is possible to try and fail to obtain new materials a number of times, as the pipeline is normally healthy with other new product

developments. This is not the case for smaller companies, or research facilities developing something new. Most of the time is taken making the science work and virtually no time is spent making the materials pipeline work. **Scroll to the Lime Information section to the Downloads page to take a look at this white paper that describes how we advised a client with a need for a new component.**



## Date for your diary - Medilink Supply Chain SIG

The next East Midlands Medilink Supply Chain Special Interest Group will take place on the 27th November in the Nottingham area.

Entitled 'Medical Technology – Examples of Best Practice in Operations' it will give practical examples of how medical and healthcare companies can improve their operational performance. Check out next month's newsletter for more information about how to book.

## Speak up

On the subject of the East Midlands Steve Langron (Steering Group Chairman) is looking for speakers for future SIGs on the following topics :-

- Operational Excellence.
- Consignment stock or stock held in the field by reps.
- Unique Device Identifiers, Serialisation and anti-counterfeiting.

If you would like to present for around 30 minutes on any of these topics to the Medilink audience then please contact Steve Langron on 07704 609706 or e mail [steve.langron@lime-associates.com](mailto:steve.langron@lime-associates.com).

"Lime Associates have demonstrated an in depth knowledge of medical grade logistics"  
Drummond McKenzie - Finance Director, Tissue Therapies, Australia

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Lime Associates  
The Quadrant  
99 Parkway Avenue  
Sheffield  
S9 4WG  
0114 213 8306  
[lime-associates.com](http://lime-associates.com)