



Welcome to our latest newsletter

As always, it's been a busy month and it's alarming to think that this will be our penultimate newsletter before Christmas! In this newsletter, we offer low cost sourcing hints and tips and share with you a white paper regarding a low cost sourcing project.

NHS cost reduction in the news

There's been lots in the news recently about NHS initiatives to reduce costs and drive down purchase price. At Lime Associates we can use our extensive medical purchasing expertise to help suppliers to reduce their costs and hence mitigate the impact on profit of the inevitable NHS price reductions. The news article below also references



Orthopaedic stock holding as an area for cost reduction. Lime Associates' Directors all have extensive experience of working with numerous MedTech companies and can offer outstanding capability to analyse stock holdings and develop strategies to optimise "own warehouse" and hospital consignment stock.

You can read the complete article [here](#). Please call us on 0114 213 8306 if you think that we may be able to help you reduce your costs to the NHS.

Are you ruining your suppliers' performance?



Thanks to everyone who supported this **Medilink**, **CIPS** and Lime Associates seminar and networking event. **Simon Eagle** delivered a comprehensive commentary on the pros and cons of push and pull strategies that was enjoyed by over 30 delegates at Bio City in Nottingham.

Researching the global wound care market in low-cost

manufacturing regions

Our client had a need to deliver low cost product alternatives for selective price sensitive global tenders. Previous attempts to source such products using internal resource had not been successful, so Lime Associates was engaged to identify what low cost alternative manufacturers existed in the global wound care market and to research whether they could satisfy the client's needs for products with varying specifications and different levels of functionality.

Read the complete White Paper [here](#)...

10 Top Tips... For Low Cost Sourcing

Continuing our low cost sourcing theme, here are our Top 10 Tips for low cost sourcing.

1. Make sure that the business strategy goes beyond cost savings
2. Will the prospective country of origin be a long term safe bet for your products?
3. Research prospective partners carefully to ensure the best strategic fit
4. Weigh up the total cost of the project, including hidden costs
5. Allow for some project slippage
6. Build up relationships with the company you intend to partner with
7. Consider employing someone on the ground
8. Consider country of origin issues carefully
9. Protect your Intellectual Property
10. Consider the impact on any existing manufacturing in the UK

You can download the complete document [here](#)

Latest news from Peter Jones Enterprise Academy

We're delighted to be continuing our association with the [Peter Jones Enterprise Academy](#) based at [Sheffield City College](#). For the next 20 weeks, Lime Associates' Project Delivery Director Lee Robinson will be working with four enterprising students as a volunteer business mentor on a specific business oriented project.



Grow for Movember

HAPPY MOVEMBER!



Support Your Local Moustache

It's that time of year again when Lime's mustachioed Client Director James Cooper does something impressive with his facial hair in the interests of men's health charities. Please join with him in growing your own, or lend monetary support via [James's Mo Space](#). Any support will be very gratefully received.

Thank you

"Lime Associates helped us source a tricky Medical component from China"

Matthew Tully - Managing Director, Single Use Surgical, UK

You're receiving this because you signed up for a series of downloads on our website or are otherwise associated with Lime Associates. The content of this email is copyright Lime Associates.

[Edit your subscription](#) | [Unsubscribe instantly](#)

Lime Associates
The Quadrant
99 Parkway Avenue
Sheffield
S9 4WG
0114 213 8306
lime-associates.com