


CUSTOMER PROFILE

Healthcare Partners Ltd is part of the NHS family as a wholly owned subsidiary of Royal Surrey County Hospital NHS Foundation Trust and was established to transform the effectiveness of its supply chain, medical equipment and technical services across the Trust. The patient is the main focus and beneficiary of Healthcare Partners.

Healthcare Partners Ltd provides fully managed services including procurement, equipment, and the supply chain for diagnostic and treatment facilities for Royal Surrey County Hospital and community hospitals in Cranleigh, Milford and Haslemere.

The Royal Surrey County Hospital is a single-site hospital, based in Guildford, which serves a population of more than 330,000 across south west Surrey. The Royal Surrey is a specialist tertiary cancer centre, offering state of the art diagnostic and treatment services to a population of up to two million.



"Our Vision is to support healthcare organisations and clinicians in the delivery of excellent patient care. All expertly delivered, dynamically and safely."

Healthcare Partners Ltd



THE CHALLENGE

A Daniels Healthcare audit revealed that containers were not standardised throughout the Trust with different sites, wards and departments sourcing sharps and clinical waste containers from multiple suppliers. This unstandardised approach can be inefficient for any Trust or site. Royal Surrey County Hospital has been using Daniels sharps containers for some time with no issues, so the change was only required in the community sites of Cranleigh, Milford and Haslemere.

"For sharps safety compliance it was important that all areas used the same manufacturer's containers."

Louisa Taylor, Healthcare Partners Ltd



THE SOLUTION

Daniels Healthcare mitigated the challenges of hospital teams using multiple container suppliers by presenting a single supplier solution and taking sole responsibility for supplying sharps and pharmaceutical waste containers to Royal Surrey County Hospital and its associated sites in the community.

"Our local Daniels rep sent prices and identified ways to streamline products being purchased. We also spoke with our NHS Supply Chain Account Manager for a cost comparison while liaising with the clinical team to gather their opinions."

Louisa Taylor, Healthcare Partners Ltd

"Daniels Healthcare free of charge brackets, trays and full site audits are a large benefit to the Trust, along with their industry knowledge."

Louisa Taylor, Healthcare Partners Ltd

From the point of the audit report being produced to the change-over, the process only took one month, and has meant financial savings of £600 per year on the community sites. And because any fiscal efficiencies from Healthcare Partners are reinvested in front-line services, this switch reduces the need for additional operational savings and increases the money available to invest in better patient care.



THE PRODUCTS

We are now providing the Trust with the SHARPSGUARD® range of sharps, eco-pharmi, anatomical, and clinical waste containers.

Healthcare Partners also benefited from Daniels Healthcare's Combine & Save offer which contributed to the overall cost savings achieved. NHS Supply Chain healthcare professionals can combine and save across our SHARPSGUARD® and WIVA™ containers. The discounts are automatically implemented and the administration is done between Daniels and NHS Supply Chain.



"We at HPL and Royal Surrey Trust have an excellent working relation with Daniels. We recently worked with the company to provide a tamper proof system and found they listened to our needs and provided a quick solution."

**Louisa Taylor,
Healthcare Partners Ltd**

"Having a large range of container types and sizes available made it much easier to standardise with Daniels Healthcare as all products are available under one roof and product codes are visible and accessible. It was a very quick and easy process."

Louisa Taylor, Healthcare Partners Ltd



"Our Daniels Account Manager is always happy to help and always working to improve our sharps safety and provide savings for the Trust."

Louisa Taylor, Healthcare Partners Ltd

TESTIMONIAL

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Louisa Taylor, Healthcare Partners Ltd



REDEFINING SUSTAINABILITY

Safety, Service and Support - Every Day, Affordably & Responsibly

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