

## CASE STUDY

### Broader Public Sector - Supply Chain Secretariat Ontario Ministry of Finance

#### AT A GLANCE:

**COMPANY:**  
Broader Public Sector  
Supply Chain Secretariat  
Ontario Ministry of Finance

**PROJECT:**  
CAHO-  
Group purchasing initiative  
for capital equipment:  
Pilot Implementation

**GEOGRAPHY:**  
Ontario, Canada

**INDUSTRY:**  
Public Sector

**KEY CHALLENGE:**  
Improving capital equipment  
procurement and contract  
management as it relates to  
improved patient care.

#### ABOUT CLYTAN:

Clytan is a professional services firm offering measurable business value to our clients in the form of enterprise application services with an emphasis on implementing CRM and ERP suite of software applications. We provide in-depth implementation expertise, business process best practices, systems integration and program management services.

**COMPANY:** The Council of Academic Hospitals of Ontario (CAHO) provides a focal point for strategic initiatives, on behalf of this group of 25 academic hospitals. CAHO began primarily as a discussion group for Chief Executives on administrative matters, but its role has evolved to meet the challenges of providing health care management and services in complex environments.

**PROJECT:** The CAHO group purchasing initiative has conducted an implementation analysis to align and jointly purchase hospital equipment between the academic hospitals. There is a belief that through a formal coordinated effort, significant purchasing and process-based efficiencies can be gained.

**CLYTAN INVOLVEMENT:** The BPS Supply Chain Secretariat, Treasury Board Office of the Ministry of Finance engaged Clytan Inc. to conduct an external review of the CAHO Pilot Implementation Project business case and provide recommendations.

#### DELIVERABLES :

- Reviewed & validated the following criteria of the implementation plan:
  - the business & operating models
  - project benefits and costs
  - type and completeness of risks
  - and the implementation plan
- Provided recommendations based on review to assist the pilot implementation in moving forward.

**SERVICES PROVIDED:** Clytan reviewed all aspects of the project business case, including quantitative and qualitative analysis of the models, benefits and plans. It was essential to determine that the risk plan for CAHO members was complete and that appropriate mitigation plans were defined. Clytan provided a comparative analysis of the project to industry best practices enabling CAHO's 25 members to maximize their investment. Clytan provided recommendations to ensure a robust implementation strategy ready for success.

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**RESULTS:** The group purchasing initiative for capital equipment, pilot implementation is in a position to move forward to implement the plan with the inclusion of all recommendations made by Clytan. It is anticipated that CAHO members will save a minimum of 10% on capital equipment expenditures, even in the pilot implementation. It is anticipated that hospitals in Ontario will save millions of dollars through this initiative.