

# PREZENTACE ZDRAVOTNICTVÍ

společnosti eCENTRE, a.s.



Economic Benefits of Market  
Objectification of Purchase  
Conditions

OSTRAVA, 27th November 2007



## ELECTRONIC TOOLS

### ELECTRONIC TOOLS? YOUR ARGUMENTS AGAINST.....

- e We cooperate with our suppliers and we keep comparing their prices with competitive offers.
- e We have negotiated the best prices.
- e We have specific requirements, which are met only by some suppliers.
- e We can cope with it by ourselves....
- e We do not want any low-quality material
  - Cheap is low quality.
- e Legislative environment
  - e The current legislative environment is not always economically motivating.
- e Distrust
  - Only cheap, low-quality goods can be purchased at e-auctions.
  - Only low-grade suppliers participate in e-auctions.



## ELECTRONIC TOOLS

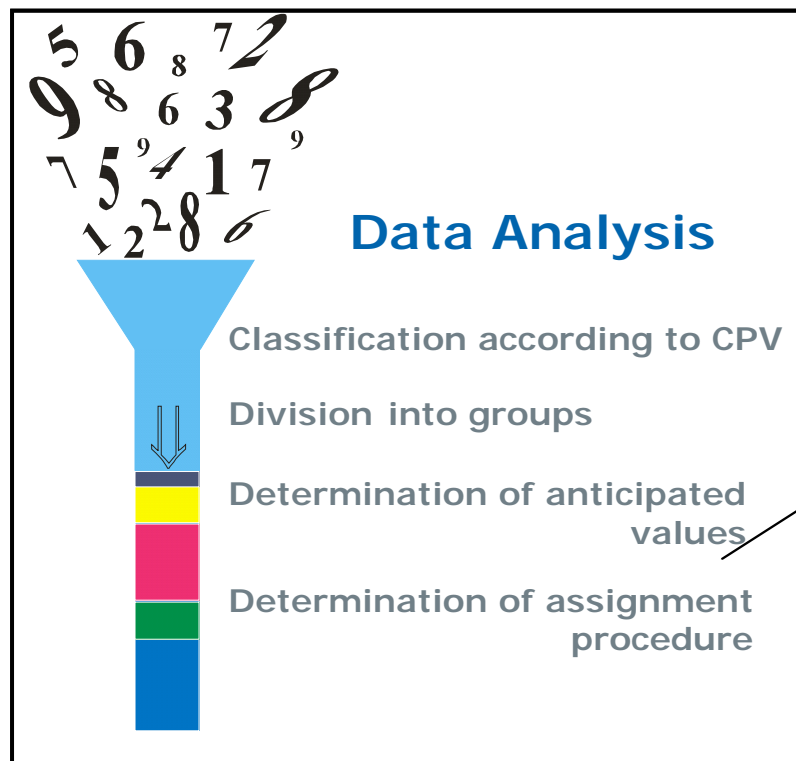
### ONLY ELECTRONIC AUCTIONS ARE NOT A SOLUTION

- e Orientation on the pursuance of e-auctions alone has devalued their importance.
- e Cost-cutting is a system matter.
- e E-auctions are only a tool that needs to be suitably **incorporated in** the purchase **process**.
- e Processes **before** e-auctions are important as well as **after** e-auctions; otherwise their effects become lower.
- e The whole process needs to be managed as a **PROJECT** if it should bring the desired economic effects.



## PROJECT

# Market Objectification of Purchase Conditions 1.



## Preparation of Invitations to bid

Conditions

Charts

Consultations

Form

Auction house

Appendices to assignment

Contract sample  
Confirmation





PROJECT

## Market Objectification of Purchase Conditions 2.

### Protocols

Auction house imprint

E-auction report

Participant's protocol

Confirmation



### Sampling and Winners

Selection of sampling items

Request for samples

Samples evaluation protocol

Selection of winners

**Contracts with  
winners**





# Market Objectification of Purchase Conditions

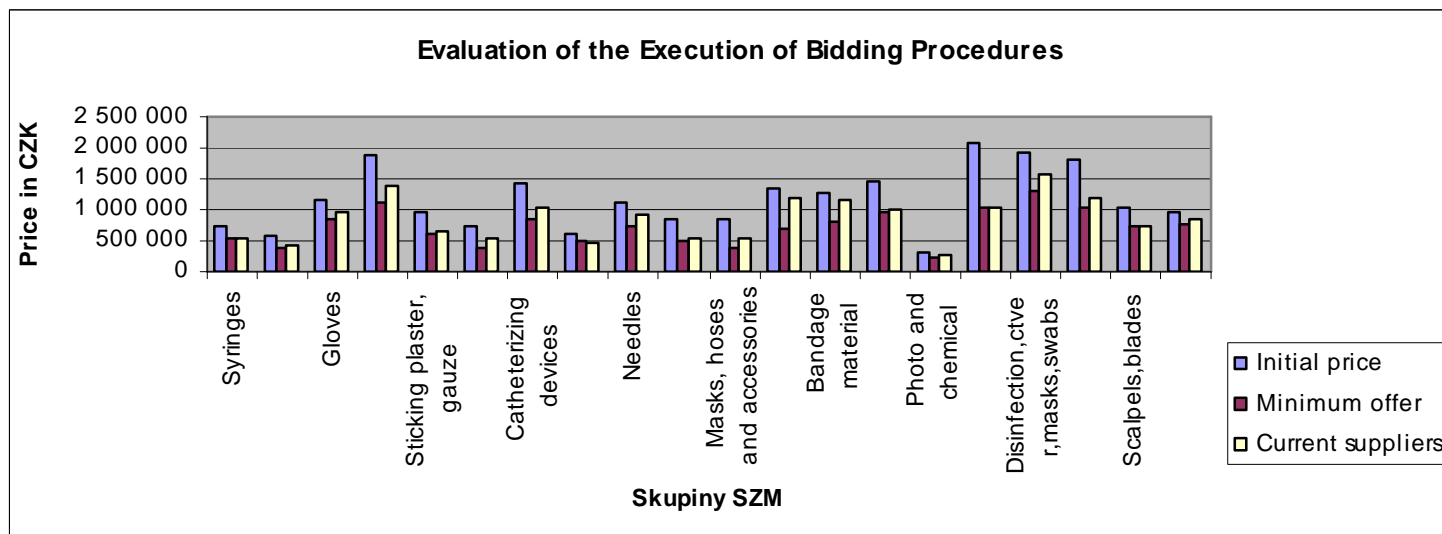
### 3.

- e Analysis of purchased items
- e Division of purchased items into suitable classes
- e Assignment specification for bidding procedure (in compliance with section 6 of Law no. 137/2007)
- e Administration of bidding procedures (ZMR/ bidding procedure above the limit)
- e Protocols and evaluation of bidding procedures (evaluation of current suppliers/other offers)
- e Sampling
- e Bidding procedure evaluation and documentation
- e Contracts



## PRACTICAL BENEFITS

### PROJECT IMPLEMENTATION - EVALUATION

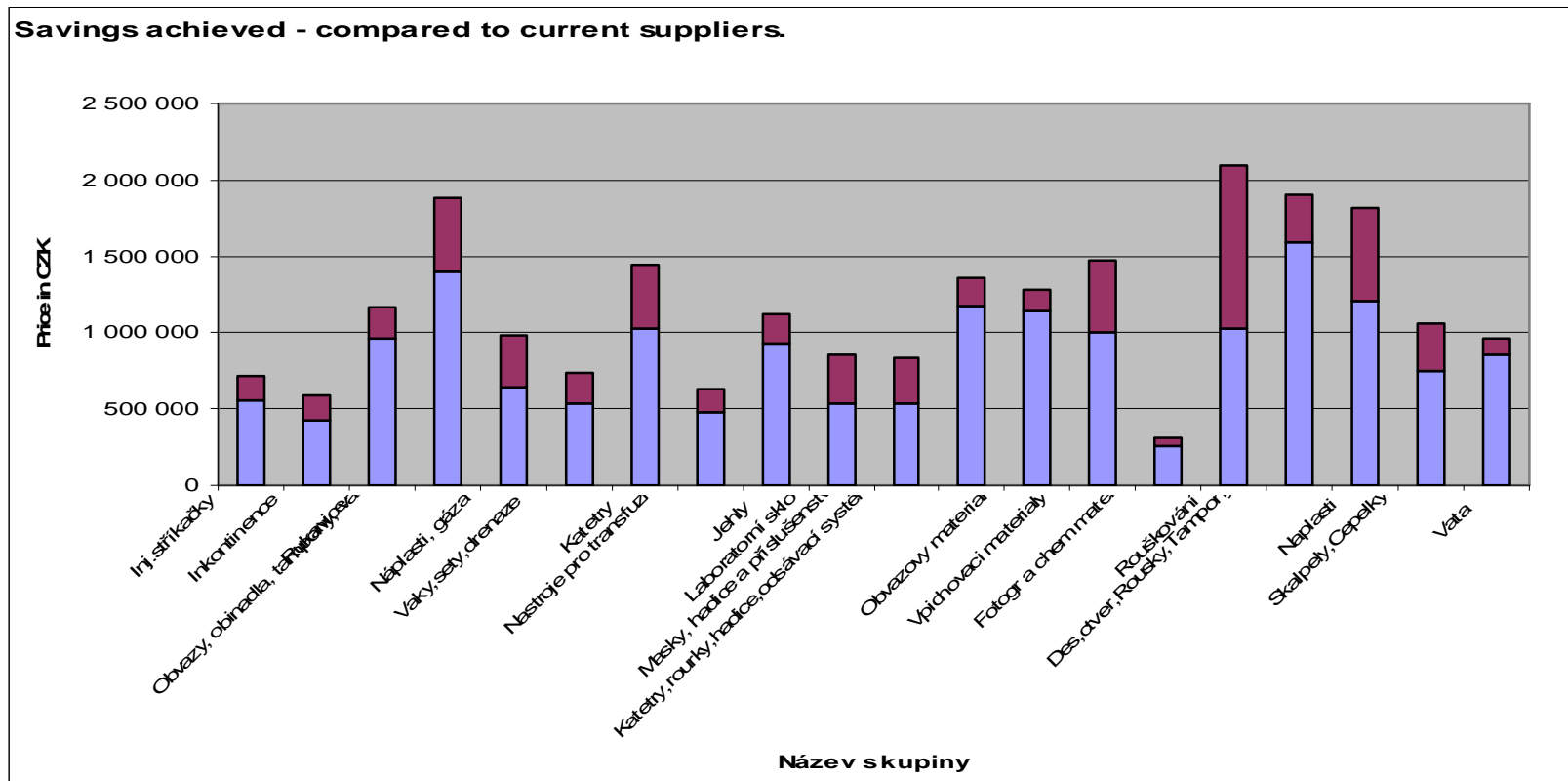


20 bidding procedures for special healthcare material carried out



## PRACTICAL BENEFITS

### PROJECT IMPLEMENTATION – SAVINGS



20 bidding procedures for special healthcare material carried out

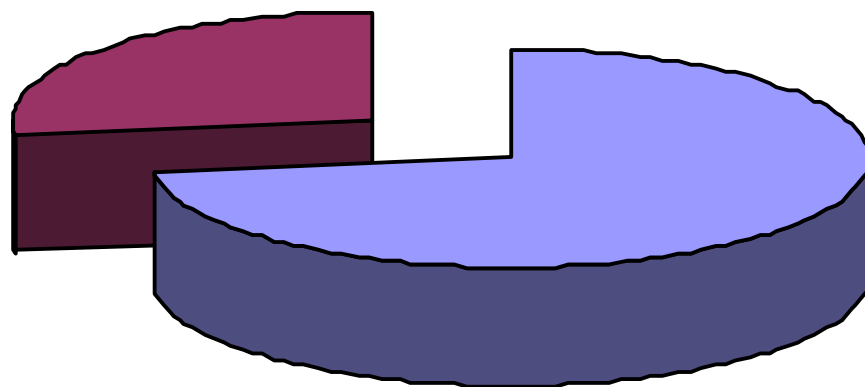




## PROJECT IMPLEMENTATION – SAVINGS

### Average savings in comparison with current suppliers

Savings achieved = 6,927,835 CZK (26.1%)



- New offer of current suppliers
- Savings - comparison with current suppliers

Initial price = 25,686,355 CZK

New offer of current suppliers = 18,758,520 CZK

20 bidding procedures for special healthcare material carried out



## PROJECT

### IMPLEMENTATION REQUIRES EXPERTS

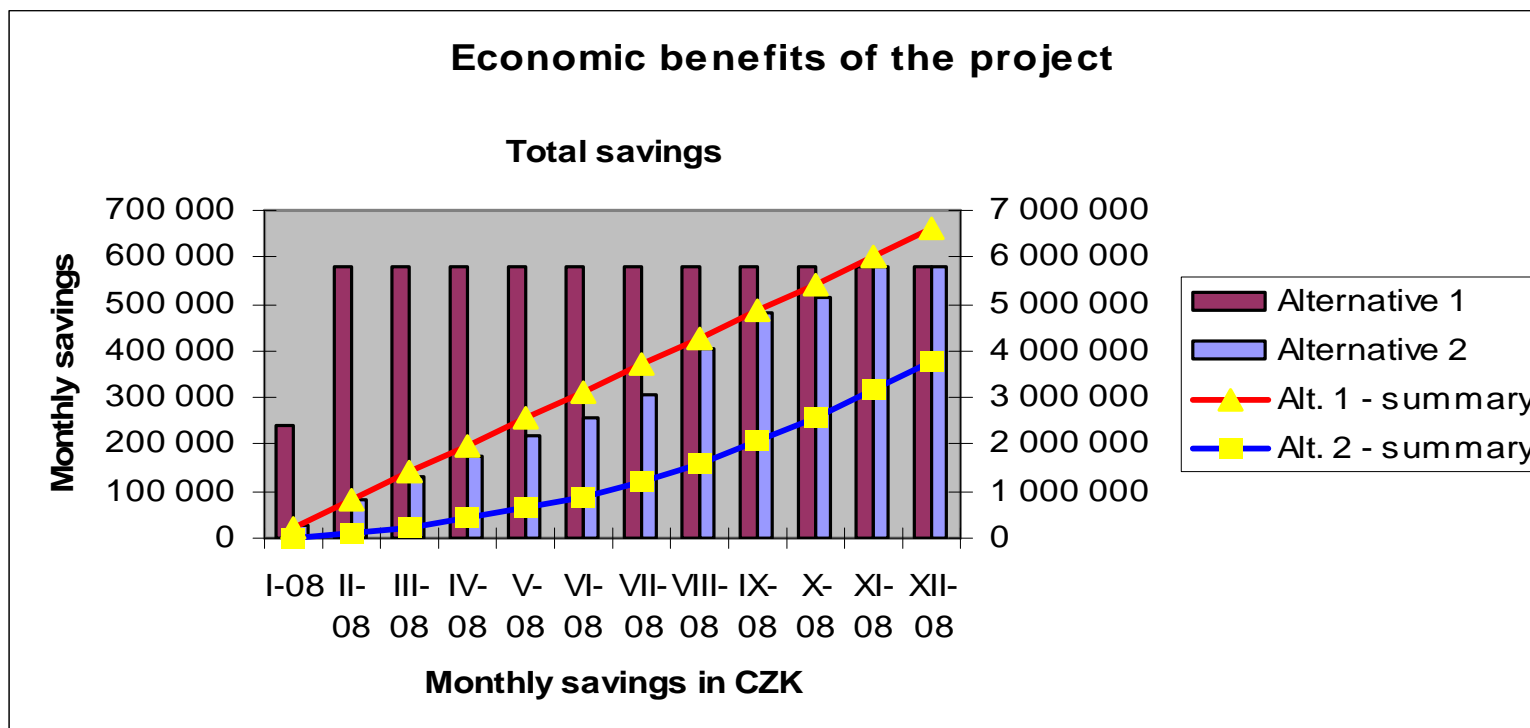
- e **Elaboration of analysis** takes the longest time (programmer and analyst)– anyone who awards public contracts is obligated to abide by the Law 137/2006 on public contracts.
- e **Preparation/specification of assignments of individual bidding procedures** are time consuming as well (information from shared databases).
- e **Experience** from implementation of projects in more hospitals enables us to reach **synergic** effects – both assignment preparation and relationships with suppliers.
- e The bidding procedures mentioned in the example were carried out within 5 weeks, assignment preparation including analysis took 4 weeks.

**Project implementation within 2 – 3 months.**



## PRACTICAL BENEFITS

### PRACTICAL BENEFITS FROM PROJECT IMPLEMENTATION



The difference in savings achieved between Alternative 1 and 2 = 2,842,639 CZK (within 12 months).



## PRACTICAL BENEFITS

### ADVANTAGES

- e Comprehensive processing of data, bidding procedures management, elaboration of agenda and documentation; documents can be used for further work.
- e New employees are not required.
- e Minimum workload for expert employees.
- e The implementing party is responsible for project results.
- e Management and preparation of well-tried assignments from other projects.
- e Faster progress generates savings in the course of 2 – 3 months (see alternative 1 in the previous graph).
- e All information, data, bidding and contract documentation are obtained from well-tried bidding procedures.
- e Synergic effects execution of bidding procedures in multiple projects (relationships with suppliers, ...).
- e Possibility of preparation of alliance purchases based on outputs from implemented projects.
- e The result of economic advantages depends on the time flow of individual alternatives.
- e The bigger the time shift between alternatives 1 and 2, the bigger the economic advantages of the project implementation.



## CONTACTS

THANK YOU FOR YOUR ATTENTION

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