

Caliba Project

Orthopaedic and Cardiovascular Savings

Client: State Wide Government

Location: Australia 2020

Scope: Revised contract pricing for Orthopaedic Reconstructive (Primacy and Revision Hip & Knee) and Cardio-Vascular contracts . Work with the clinical directors to deliver increased benefits

The client had a requirement to refresh its current pricing for its State-wide Orthopaedic and Cardiovascular contracts, delivering savings and drive increased contract benefits through clinical engagement. All in a short time period.

Orthopaedics and Cardiovascular products are some of the most complex Medical products in Hospital procurement due to the high value, large stakeholder base and product complexity. Product knowledge, clinical engagement and market relationships are key to delivering a great outcome.

Caliba started with an initial benchmarking analysis to identify key areas of focus for the client. Targeted work could then be best deployed over a number of key clinical products.

Working with clinicians and suppliers Caliba identified areas of potential to further develop the Market share awards and Threshold pricing across the state, working with Hospital districts and lead clinicians. This allowed clinician choice whilst working to reduce costs.

With The Caliba team members having delivered more Orthopaedic and Cardio-vascular procurement projects, in the last 10 years, than any other Australian Consultancy the outcomes delivered were targeted and impressive. The team also managed the whole contracting, cataloguing and savings reporting administration.

The next steps will be a full contract review in 2022 where further structural changes could bring significant savings.

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\$1.7m
Annual Savings

4
Months
end to end

**Threshold
pricing now in
place**

