

Delivering Value Through Inventory Transformation



A Value-Based Procurement Guide for NHS Procurement,
Supply Chain and Digital Leaders

Inventory Transformation as a Strategic Investment

NHS procurement has evolved beyond purchasing products at the lowest price. Today, procurement decisions are expected to improve patient outcomes, release workforce capacity, strengthen financial sustainability and support long-term transformation.

Inventory management has become a strategic enabler of these priorities. Greater product visibility, automated replenishment and end-to-end traceability help improve patient safety, reduce waste, strengthen supply chain resilience and provide the insight needed for better operational decision-making.

This guide outlines how NHS organisations can evaluate inventory management solutions in accordance with the principles of the national Value-Based Procurement (VBP) methodology, assessing value across the patient pathway rather than purchase price alone, and explains how the NHS Supply Chain Scan4Safety Framework provides a compliant procurement route

Why Value-Based Procurement Matters

Traditional procurement has often focused on comparing functionality, technical specifications and purchase price. While these remain important, they provide only a partial picture of value.

Value-based procurement considers the whole-life impact of an investment, assessing how it contributes to better clinical, operational and financial outcomes over time.

Instead of asking: *“What features do we need?”*
Leading procurement teams ask: *“Which solution delivers the greatest clinical, operational and financial value over its lifetime?”*



When evaluating inventory management solutions, successful procurement teams consider value across five key areas:



Clinical value



Workforce value



Financial value



Operational value



Strategic Value

Evaluating Inventory Management Solutions

When evaluating suppliers, procurement teams should request evidence that demonstrates measurable outcomes rather than simply reviewing product functionality.

Clinical Value

Patient safety should be the primary objective of any inventory transformation programme. A modern healthcare organisation should be able to identify what product was used, on which patient, by which clinician, where, and whether it was subject to a recall or safety alert.

Look for evidence of

- End-to-end product traceability
- Support for GS1 standards and Scan4Safety
- Improved patient safety outcomes
- Successful NHS deployments

Workforce Value

Clinical and operational teams continue to spend valuable time locating products, conducting manual stock counts and managing replenishment. Effective inventory management solutions should release capacity, reduce administrative burden and improve staff experience.

Look for evidence of

- Quantified time savings
- Reduced manual stock management
- Improved workflow efficiency
- Increased staff productivity

Financial Value

The purchase price of a solution represents only a small proportion of its lifetime value. Procurement teams should evaluate how inventory transformation improves financial performance throughout its lifecycle.

Look for evidence of

- Return on investment
- Total cost of ownership
- Reduced inventory holdings
- Lower inventory waste
- Workflow efficiencies
- Cash-released savings

Operational and Supply Chain Value

Recent supply chain disruptions have reinforced the value of accurate, real-time inventory data in responding quickly to shortages.

Look for evidence of

- Real-time inventory visibility
- Automated replenishment
- Improved stock availability
- Reduced supply disruptions

Strategic Value

Inventory management solutions should support wider organisational objectives, including digital transformation, interoperability, system-wide collaboration, sustainability goals and broader social value commitments.

Look for evidence of

- Integration with EPR, EPMA, pharmacy and procurement systems
 - Proven interoperability capabilities
 - Scalability across organisations and Integrated Care Systems
 - Support for future digital transformation strategies
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Key Questions to Ask Suppliers

When evaluating suppliers, procurement teams should request evidence that demonstrates measurable outcomes rather than simply reviewing product functionality.

Clinical Value

- How does the solution improve patient safety and product traceability?
- How does the solution enable accurate capture of product usage against individual patients and clinicians?
- What evidence demonstrates reduced clinical risk?

Workforce Value

- How much clinical and operational time can be released through this solution?
- What measurable productivity improvements have NHS organisations achieved?
- How does the solution reduce manual inventory management activities?

Financial Value

- What evidence is there of reductions in inventory holdings, waste and working capital?
- How should total cost of ownership be evaluated beyond the initial purchase price?
- What quantified outcomes have been achieved for NHS customers?

Operational and Supply Chain Value

- How does the solution improve stock availability and inventory visibility?
- Can replenishment and inventory management processes be automated?
- How does the solution strengthen supply chain resilience?

Strategic Value

- Which EPR, EPMA, finance and procurement systems have you integrated with?
 - How will the solution scale across the organisation or wider ICS?
 - How does the solution support organisational sustainability goals and wider social value objectives?
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NHS Supply Chain Scan4Safety Framework

The NHS Supply Chain Scan4Safety Framework provides a compliant route to procure inventory management, point-of-care scanning and associated hardware solutions.

Detail	Information
Framework	NHS Supply Chain Scan4Safety – IMS & PoC Scanning Systems
Duration	2026–2030
Scope	IMS, PoC scanning and associated hardware
Approved Suppliers	Includes Omnicell and other specialist providers
Route to Market	Direct award or further competition depending on requirements
Benefit	Reduced procurement complexity through a pre-tendered, compliant framework route

Why Omnicell

Omnicell helps NHS organisations deliver measurable clinical, operational and financial value through intelligent inventory management.

As an approved supplier on the NHS Supply Chain Scan4Safety Framework (2026–2030), we combine proven NHS experience with a flexible platform that supports open, closed and hybrid inventory models - matching the right level of control to each item and care setting through one common platform and one data model.

Designed Around Value

Not every product carries the same clinical or operational risk, so not every product should be managed in the same way. Omnicell enables organisations to apply the right inventory controls where they add the greatest value: from high-value implants requiring full traceability to everyday consumables that benefit from simple, efficient replenishment.

Proven Outcomes

By combining real-time inventory visibility, automation and analytics, Omnicell helps NHS organisations:



Improve patient safety and product traceability



Release clinical time through automation



Reduce waste and optimise inventory



Strengthen supply chain resilience



Improve financial stewardship through better inventory decisions



Support interoperability with pharmacy, EPR, procurement and finance systems

Built on GS1 standards, Omnicell provides a compliant, scalable foundation for inventory transformation and value-based procurement.



Evidence of Value Delivered by Omnicell

Trust	Outcomes Achieved
Guy's & St Thomas' NHS Foundation Trust	➤ 35% reduction in inventory waste through improved visibility of slow-moving and expiring stock. ➤ Reduced inventory holdings with reorder levels lowered by 10% in wards and 5% in theatres. ➤ More than 101,000 nursing hours released annually through reduced administrative tasks and fewer stock searches. ➤ 73% reduction in stock picking time, improving efficiency from 63 seconds to 17 seconds per item. ➤ Improved availability of inventory, helping clinical teams spend more time focused on patient care.
University Hospital Southampton NHS Foundation Trust	➤ £600,000 reduction in inventory holdings within the first six months. ➤ Reduced stock wastage through improved inventory oversight and replenishment controls. ➤ Patient-level costing, giving the Trust greater visibility on how money is better spent across the hospital. ➤ Tracking of individual items, supporting patient safety and compliance requirements. ➤ Increased staff productivity by reducing time spent locating and managing inventory.
Aneurin Bevan University Health Board	➤ £303,000 in overstock identified. ➤ Catalogue compliance improved from 72% to 92%. ➤ £1.2 million annual inventory optimisation opportunity identified. ➤ Reduced reliance on urgent deliveries through improved inventory planning and visibility.
NHS Wales	➤ Selected as the national inventory management solution supporting Scan for Safety Wales. ➤ Supporting traceability across products, patients, places and procedures. ➤ Enabling standardisation across multiple Health Boards and National Distribution Centres. ➤ Supporting national GS1 adoption and compliance.

Ready to deliver greater value through inventory transformation?

Discover how the NHS Supply Chain Scan4Safety Framework can help your organisation realise measurable clinical, operational and financial value while supporting better outcomes for patients and staff.



Contact your Omnicell sales representative or email automationsalesuk@omnicell.com
www.omnicell.co.uk