

Lower Green Ltd

Lower Green Ltd is a successful care home operator and now has two homes within its group; The Priory in Chippenham, Wiltshire and Arden House in Kings Langley, Hertfordshire. Together, the group cares for a total of 40 residents.

ipa Case Study



Problem

Lower Green owner Mark Allworth had become increasingly concerned with rising prices from his food suppliers. This, together with declining service levels, prompted Mark to contact ipa for some advice and guidance.

ipa Solution

As one of the major areas of spend, ipa reviewed the cost of grocery products as a priority. A detailed price comparison was undertaken, using a complete months invoices from the current supplier to determine the level of savings that could be achieved.

Savings

This exercise identified a potential monthly cost saving of 15%, which over a period of twelve months would show lower bills to the value of £2,800.

Mark had no hesitation in actioning the recommendation and over a two week period, ipa supported Mark and

his team in moving across to the nominated supplier, 3663. Supplier service levels were a key benefit to the homes and with 3663 fully meeting Mark's expectations, ipa undertook further reviews of other supply areas, including dairy and uniforms.

As an ipa member, Mark and his team receive a regular monthly customer care call from their dedicated ipa Account Executive. This is an ideal opportunity for not only highlighting any supplier issues but also to obtain quotations for equipment. Last month Mark utilised this service when he needed two commodes for Arden House. ipa supply partner, Brosch was able to provide a very competitive price and Mark had no hesitation in placing the order.

"ipa has provided invaluable support to both homes over recent months. Not only have we achieved our goal of reducing food costs, but the support service, supplier due diligence audits and sourcing service is invaluable to my team and provides a positive contribution to the day to day efficiency of the business."

Total Saving: £2800 p.a