PATHOLOGY PROJECTS
A Service From PR&PMs

COMMERCIAL IMPROVEMENT OFFERING

Commercial & Business Case Support for Public Sector Contracts

Independent commercial, procurement and transformation support for UK NHS, local government and wider public sector organisations. Part of the full Pathology Projects service offering, alongside programme delivery, technical and infrastructure support.

5–15%	20+ YRS	2 WEEKS	£70M
TYPICAL SAVINGS IDENTIFIED	NHS COMMERCIAL EXPERIENCE	FIXED -PRICE ENTRY POINT	NHSE DDCP FUNDING SECURED

THE OPPORTUNITY

Value You Already Own

Public sector budgets are under sustained pressure, but the value is often already sitting inside contracts organisations hold today. A commercial review targets savings, risk reduction and supplier accountability without requiring new capital or revenue spend — an easier internal case to make than a request for new funding.

SERVICES ON OFFER

Three Integrated Service Areas

Independent commercial, procurement and transformation support covering both the contracts you hold now and the ones you are about to let.

Contract Optimisation & Cost Reduction

- Contract health checks, reviews and benchmarking
- Savings and efficiency identification
- Supplier negotiation and contract reset

Commercial Improvement & Supplier Management

- **Supplier performance and KPI/SLA optimisation**
- **Benefits realisation and value tracking**
- **Governance and commercial risk mitigation**

Strategic Procurement & Contract Management

- Business case and option appraisal
- Market testing and procurement management
- Contract finalisation, mobilisation and frameworks

CONTRACT COVERAGE

Where the Value Usually Sits

We review the whole contract book, not just digital and ICT spend.

Digital & ICT | Facilities Management | Estates | Capital Projects | Outsourcing | Corporate Services

WHY IT WORKS

The Benefits of a Commercial Review

Savings without new budget

Unlocks value from existing contracts — inflation clauses, indexation errors, unclaimed service credits and benchmarking — rather than requiring fresh investment.

Low-risk entry point

A free initial Commercial Health Check conversation and a fixed-price, two-week Bronze review make it easy to start without a lengthy procurement process.

Fully independent

No supplier ties or delivery-partner conflicts, which supports probity, audit and governance requirements.

Deep sector track record

20+ years' NHS and public sector commercial experience, including Electronic Patient Records, pathology networks and major digital transformation programmes.

Fills a specialist capacity gap

Provides the commercial, contract and negotiation expertise many organisations lack in-house after years of restructuring.

Broad contract coverage

Relevant across most of a trust's or council's contract book, from digital and ICT through to estates, outsourcing and corporate services.

Implementation, not just reports

Includes negotiation, contract reset and benefits-realisation tracking, addressing the common concern that paid-for recommendations are never actioned.

Quantified results

5–15% typical cost savings identified in Silver-tier reviews, alongside stronger supplier performance and reduced commercial risk.

ENGAGEMENT OPTIONS

Three Ways to Start

Each tier builds on the one before it, so you can start small, prove the value and scale the engagement only where the return justifies it.

Bronze

Commercial Health Check

2 WEEKS · FIXED PRICE

Review of up to 10 priority contracts, supplier performance assessment, benchmark pricing and terms, and a 90-day roadmap.

Silver

Contract Optimisation Programme

6–8 WEEKS · FIXED / T&M

Includes Bronze, plus detailed contract review and benchmarking, supplier negotiations, KPI redesign and a benefits tracker.

Gold

Strategic Commercial Transformation

3–6 MONTHS · MONTHLY RETAINER

Includes Silver, plus executive commercial leadership, business case development and Interim Commercial Director support.

NEXT STEP

Start With a Commercial Health Check

A free conversation, then a prioritised roadmap

We identify your priority contracts, agree scope and success measures, and give you a prioritised improvement roadmap. No charge for the initial conversation and no obligation to go further.

This is one part of the full Pathology Projects offering — ask us about programme and project delivery and technical and infrastructure support too.

Ready to unlock value from your existing contracts?

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