

How much
buying power
would we have
if we all stood
together?

Providing Healthcare
Purchasing Solutions



For Healthcare Providers including Care Homes, Hospitals and Surgeries

The Healthcare Buying Group is the specialist provider of purchasing solutions to the healthcare sector.

Organisations can obtain access to a wide range of buying agreements covering various types of goods and services free of any membership fee.

These areas include energy, stationery, insurance, food, specialist equipment, software and telecommunications, to name but a few.

Our service offers organisations purchasing expertise specifically relevant to the healthcare environment, with a focus on value for money.

There is no need for you to keep 're-inventing the wheel' in organising

your purchasing, when all you have to do is join and let us help you reduce cost.

Your only commitment when joining is to share information, maintain commercial confidentiality and participate in new initiatives that benefit cost reduction, thus benefiting your organisation. Whether you are in the public or private sector, it is free to join.

You can either join online at www.healthcarebuyinggroup.com or fax back a membership agreement available from the HBG upon request.

'We are here to help our services to members are free of charge'



For suppliers

Opportunities are always available for quality suppliers to join the HBG, providing they can meet the criteria laid down by the HBG in offering 'true value for money' and a commitment to service the healthcare sector.

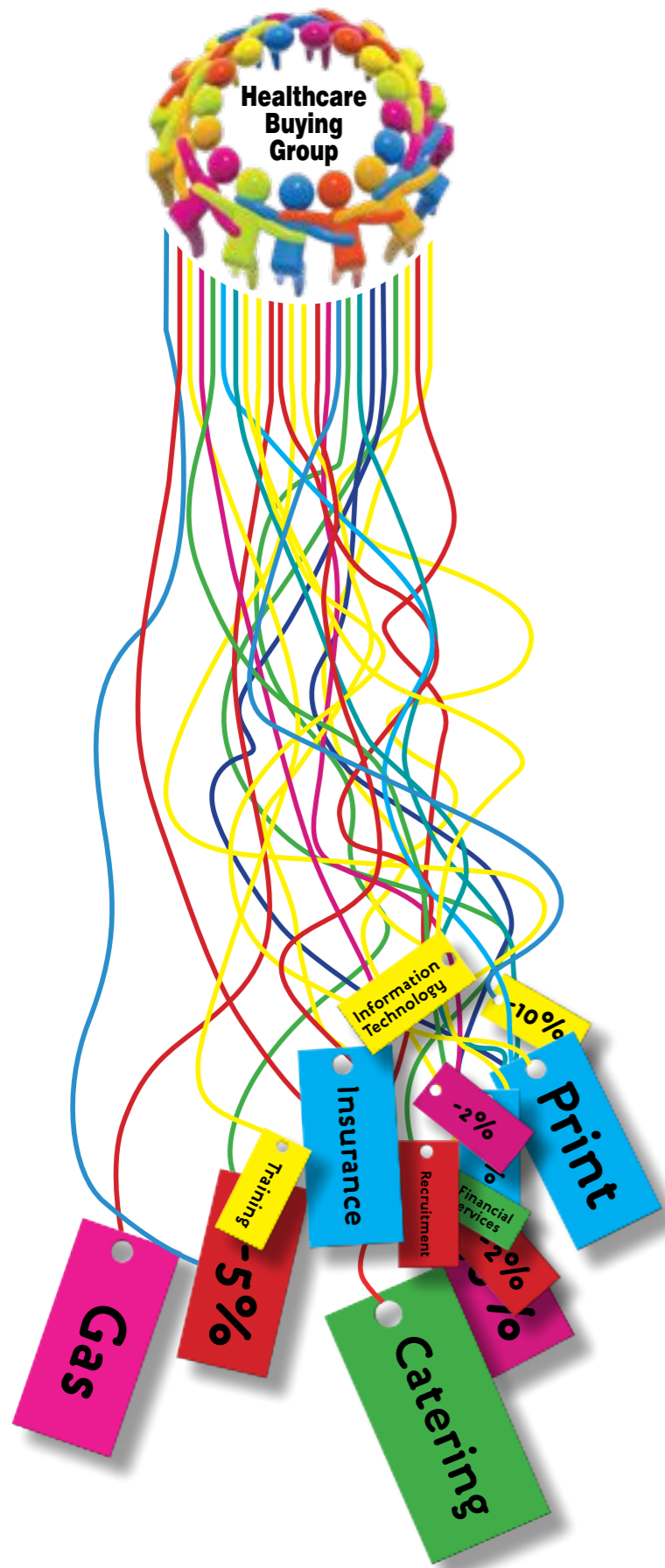
Further details on becoming a supplier to the HBG can be obtained at www.healthcarebuyinggroup.com

The HBG offers suppliers an opportunity to do 'real' business in the healthcare

sector, giving them the opportunity to save money on a wide range of products and services.

Find out how we can work together to help the sector gain from cost effective purchasing solutions by contacting the CBG on 0800 195 3020.

You have nothing to lose and all to gain; more importantly you'll help create funds to meet welfare objectives.



Our range of suppliers grows daily

The HBG has tailor made buying agreements, which are non-commitment arrangements that can be used when appropriate. These agreements detail the supplier, contact details, special pricing details, product ranges, etc, thus eliminating the tedious task of searching for prices of products and wasting valuable time and resources.

Our range of products and services

Alongside is just a selection of areas where agreements are available to members. They are available to view on our website in the members area. This is only available to approved members of the HBG. If you would like further information or just a chat, give us a call on 0800 195 3020.

3663
 Agenda Creative
 Applied Film Industries
 Bluefin Insurance
 BNS Plc
 Cannon Hygiene
 Charity Technology Trust
 Clifton Quality Meats
 Colourbond the Printers
 Contraflor
 Creative Marketing Services
 Dairy Crest
 DBC Foodservice
 Edmundson Electrical

ICA Limited
 IBS Business Solutions
 Interweave Textiles
 Gailarde Limited
 Konica Minolta (UK)
 Mattison Contract Beds
 Neva Vehicle Consultants
 Quasar
 SCC
 Scot-West Business Forms
 Stanland Group
 Synergy Group
 The Brake Group
 Totalstay.com



Bedding and Linen
 Beds
 Carpets and Curtains
 Catering
 Cleaning Products
 Design and Artwork
 Electricity and Gas
 Environmental Products
 Fairtrade Products
 Financial Services
 General Merchandise
 Health and Safety
 Hotel Reservations
 Information Technology

Insurance
 Laundry Equipment
 Maintenance
 Marketing
 Medical Supplies
 Office Equipment
 Printing
 Recruitment
 Stationery
 Telecommunications
 Training
 Vehicle Purchase or Lease
 Web Services





At the moment, your current supplier is paid only 5% of the total bill. 20% is paid to the companies that distribute energy i.e., metering and distribution. The rest accounts for the wholesale price of energy. By joining in the HBG Energy Basket, we can collectively add your expenditure to

others and buy at the right time and at the right price. You won't have to worry about re-tendering every year as we simply add your energy to the Energy basket once your current contract expires.

What do you pay for?



The HBG energy basket helps you obtain your electricity and gas at the same rates as large corporate companies

We tackle the true cost of energy, not the price set by energy companies or brokers. We buy at wholesale prices.

We also provide comprehensive metering and monitoring technologies to enable you to effectively control your consumption and minimise cost and wasteful use.

We recognise the ever increasing pressure on operational and

financial managers to tackle issues such as rising costs, billing errors, minimisation of waste and the effects of environmental and climate change. We provide a single point of contact to assist you.

Reducing your office supply costs

The HBG's stationery, office furniture and print suppliers offer members realistic pricing and provide anything from a pencil to a suite of office furniture. All costs are inclusive of next day delivery anywhere in the United Kingdom. Members can save up to 35% on their previous expenditure, which adds up to a

considerable amount of money on such simple consumable items.

We also operate an income generation scheme whereby members receive money for returning their used printer cartridges, via freepost, for recycling. So as well as giving members 'money for nothing' these schemes also help the environment.





HBG Telecom is a new service set up to provide tailored solutions to the healthcare sector offering an unrivalled selection of products and services designed to reduce costs and maximise efficiency. We believe that everyone is different and consequently take the time to visit you and discuss your needs carefully and thoroughly.

HGB Telecom offer fantastic deals including:

Lines and Calls- Savings of up to 50% can be made on line rentals and call charges. The transfer to HBG Telecom is simple with no disruption to your existing service and any faults are dealt with to exactly the same service level as you currently receive, the only change you see is the name on the bill.

Our very latest landline offer provides line rental at only 99p per line per month when taken with our £15 monthly call minutes bundle of 600 minutes.

Mobile- As a Vodafone Service Provider, HBG Telecom offers a complete range of discounted mobile, Blackberry email, mobile broadband

and netbook packages tailored for your needs.

VoIP- Currently there is a lot of talk about VoIP but what will it actually do for you?

HBG Telecom owns and operates its own VoIP Network which enables us to provide low cost, flexible and resilient internet based telecommunications. The VoIP service offers unique cost benefits and product functionality compared to traditional systems, for example:

- Call Payments. All HBG Telecom VoIP users will receive credit for all of their inbound calls, regardless of origin. Yes, we pay you to receive calls!
- Call Recording. All inbound and outbound calls can quickly and easily be recorded. This is essential for those who take financial transactions over the phone or for when important information needs to be recorded. Calls are then quickly and easily retrieved online.

To view the complete range of products available from HBG Telecom, or to arrange a no obligation review visit www.hbgtelecom.com



With over a 100 years experience in the Foodservice Market, Purchasing Support Services are adept at managing the wants and needs of the catering market.

Purchasing Support Services will manage your entire food contract from opening accounts, benchmarking and maintaining your contract to bespoke Customer Service.

The Healthcare Buying Group contract is available to you by simply calling 0800 634 0916 where our specially trained team will organise your account opening and ensure your kitchens are aware of the process.

If you can't see a 'deal' that you like, then simply call us with your requirements

Purchasing Support Services has a work ethic centered on partnerships. Our aim is to become an extension of our member's management team and realise the purchasing power within healthcare.

Purchasing Support Services understand food distribution and logistics but more importantly the needs of the Healthcare Buying Group members. We negotiate prices with the top Food Distributors and continually monitor the market trends to ensure the 'best deal' is available to members.

To access this fantastic deal and benefit from the Healthcare Buying Group Foodservice just take the following steps

- Ring the free phone number to apply
- Customer service will guide you through a simple form
- If you are currently trading with Brakes or 3663 all that will change is your account number
- Your current delivery day and times will remain unchanged
- All ordering information will be sent to you in a welcome pack

Don't delay, to access these exclusive deals call 0800 634 0916

*when you take our call bundle of 600 minutes for £15 per line call bundle includes local & national calls terms & conditions apply

Pay only 99p for line rental*

99p Line Rental

0800 195 3020

Saving you...

- ANALOGUE **£167** per year
- ISDN2 **£380** per year
- ISDN30 **£1,487** per year

...per year!



Healthcare - a diverse industry demanding a specialist approach



Insurance Service

The care industry comprises a wide range of diverse organisations providing all manner of health and welfare services to the old and the young, the ill and infirm, the mentally and physically disabled, the educationally disadvantaged and all combinations in between.

In addition to the everyday risks of fire, flood, theft and workplace accidents, the industry is exposed to a vast array of liability issues including medical malpractice, infectious diseases and mental, physical and sexual abuse.

To protect against such a broad risk scenario calls for the advice and guidance of an insurance specialist.

Over many years, Bluefin has developed a wide range of property and liability insurance products designed to meet the particular requirements of the care sector and clients may also benefit from a range of ancillary services including risk management advice and claims support.

We have four specialist schemes designed to provide the broadest scope of cover at the most competitive premiums although we also enjoy access to all leading insurers where an open market solution is in the client's best interests.

As one of the largest insurance broking groups in the UK, we can often secure exclusive deals that are not available elsewhere.

Protecting people and assets

We offer the full range of cover to protect our clients' property and employees. Although the actual coverage varies from policy to policy, the main areas can be summarised as follows:

- Buildings: loss or damage from various perils
- Business interruption
- Medical supplies
- Mechanical breakdown/engineering
- Fidelity guarantee
- Personal accident:/sickness
- Assault
- Travel
- Motor fleet & Minibus
- Money

Protecting legal liabilities

- Trustees' indemnity
- Directors & Officers Liability/Employment Practice • Liability/Entity
- Employers' liability
- Public liability
- Abuse: protection
- Medical malpractice
- Professional indemnity
- Legal expenses

HBG Contact

Garry Hockey: T 0207 335 0688
E garry.hockey@bluefingroup.co.uk

Fax & Save Service 0871 310 0411



Fax & Save

This service is designed to help obtain comparison costs on anything you are planning to purchase.

All you need to do is fax us your organisation name, contact details and copies of any invoices i.e. stationery, food, cleaning materials,

quotations for equipment, etc; and we will seek a better price for you.

If nothing else, you will be sure your current costs are reasonable and a second pair of eyes always helps in being confident that the deal you have or we propose is the right one.



Providing Healthcare Purchasing Solutions

Serving all Healthcare Providers

Created to help healthcare providers make good purchasing decisions. [Learn more >](#)



What category or supplier are you looking for? Choose service

or Choose supplier

Making the most of our website

The HBG's website allows you to login to your own member page and view all our buying agreements without any sales people harassing you.

Here you can directly contact those suppliers in which you are interested, and if you wish place orders for goods online. Full pricing and pack sizes are available.

The orders placed are provisional and will be confirmed by the supplier in case there are any minimum order quantities, delivery charges, etc.

That way you know the exact value of the order before it is dispatched.

You can also add as many users for your organisation as you wish, so other users or sites can also view and place orders as necessary.

More online services will follow.

Check out our website at www.healthcarebuyinggroup.com

Join now! It doesn't cost you anything.

'For individual personal advice you can call us direct on 0800 195 3020'



If you are a charity why not visit our sister site www.charitiesbuyinggroup.com

Strength in numbers

The Healthcare Buying Group is operated and owned by CBG Buying Limited and offers members a free service, (i.e. no fees or subscription charges) on a range of purchasing services, buying agreements and advice.

We also provide a full range of services online at

www.healthcarebuyinggroup.com

Our consultants undertake site visits to members to help solve their purchasing issues and put more money back into their organisation.

The HBG is here to serve the healthcare sector in helping providers reduce expenditure and fully understands the issues facing the sector in today's financial climate.



The providers of
purchasing solutions to
the healthcare sector

Charities Buying Group,
7 Beaumont Place,
Isleworth, Middlesex TW7 7LB

tel 0800 195 3020 fax 0871 310 0411

admin@healthcarebuyinggroup.com

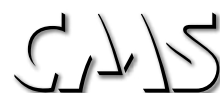
www.healthcarebuyinggroup.com

All suppliers to the HBG are vetted for quality, service and delivery as well as price and are committed to the principles of the HBG in offering their arrangements to all members, irrespective of size. We have already established a strong reputation in the charity sector helping small scout groups, hospices, housing associations up to multinational and international organisations via our sister site www.charitiesbuyinggroup.com

Design and artwork for this brochure was donated by Creative Marketing Services, probably the UK's leading healthcare sector **marketing** agency.

- Outstanding annual reports • Media advertising campaigns
- Creative brochures • Fundraising direct mail shots • Better websites
- Effective recruitment advertising • Your own corporate magazines

Contact us now on 0844 412 2688 or email hbg@cmsadvertising.co.uk



CREATIVE MARKETING SERVICES