

# Newsletter #5

December 2018

## Merry Christmas!

... and huge thanks for working with AdviseInc over the year.

Over the past 12 months, you've worked hard with AdviseInc to **#MakeSense** of your spend data. As a result, you've helped develop insight and applications that will continue to support your teams find better value across the NHS.



If there's anything else we can do to help, please [get in contact](#). Otherwise, we look forward to our onward journey together in 2019 - working with NHS trusts, NHS Improvement, supply chain partners, procurement services, associations and suppliers.

Wishing you a Merry Christmas and a Happy New Year!

**Mat, Phil and Ben**  
Co-founders

[Click to #MakeSense of your data](#)

## Speed ...

**Time is precious. Which is why we want you to enjoy a faster experience when using our applications. Here are some things to help...**

**Bookmarks.** Having identified an issue where your old bookmarks from v1 of Price Benchmarking were causing conflicts (as field names changed in v2), we've removed all bookmarks from v2 to help improve the speed. You can either recreate your bookmark or [drop us an email](#) to see if we can recover it for you.

**Bandwidth.** A common reason for slow user experience is local bandwidth. If you think the speed of your network is causing issues, try contacting your local IT team. They might be able to improve the speed by making <https://analyse.adviseinc.co.uk> a priority / business critical website.

**Chrome.** We've found Google Chrome provides a faster experience compared to older versions of Internet Explorer (v8 and v9). If possible, try using Chrome or a more modern browser instead.

**Investment.** Speed and security are two big areas for us, and we'll continue to prioritise these as we invest in our hardware. We also plan to reduce outages by increasing resilience and improve the speed of applications by advancing our data models.

## Training update

Our NHSI PPIB training sessions are now complete. We've enjoyed training more than 150 NHS users, sharing advanced techniques, hints and tips along the way. And following such positive feedback, we're delighted these sessions have been well received.

The good news is that we've agreed to deliver more in 2019 as part of your fee, as well as develop and launch some online and 'self-serve' videos. Watch this space.

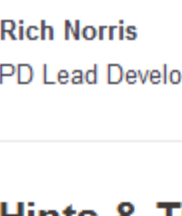
**What would YOU like to see in future training sessions?**

- Would you prefer us to cover small or in-depth analysis?
- Would you like more regional training or web-based / self-serve sessions?
- Would you like us to cover some of our other tools?

All ideas are welcome, just [click here](#) to let us know.

## Rich Norris - PD Developer *Extraordinaire*

**Rich joined AdviseInc seven months ago from HSBC and is your lead developer for Procurement Dashboard (PD).**



Hi, I'm Rich Norris and I've been with AdviseInc for seven months now. I'm excited to be your lead developer for all things Procurement Dashboard!

I'm a geek at heart, and love solving a good puzzle, be it on the chess board or in business. The wonderful NHS has always been very important to me. My aunts lived amazing, dignified lives despite living with MS which was in no small part thanks to the NHS, so it's genuinely an privilege to be giving something back through our applications and insight.

I come to the role with a background in finance, previously delivering dashboards and insight for an investment bank, where I dealt with huge volumes of data.

It's a really exciting time to work on PD as the number of NHS trusts hits 70! You've told us one of the challenges is speed, so we're looking to enhance some of the stuff that goes on under the hood, to give you a smoother, faster experience.

Looking ahead, we've got plans to improve Product Switch, to work with a much wider range of products, and we're looking at ways to make using the dashboard an even simpler, more engaging experience. Finally, look out for more advanced classification making it into the tool.

You can [contact me here](#). I look forward to speaking with you soon!

**Rich Norris**  
PD Lead Developer

## Hints & Tips

**Spot any problems, let us know**

It's your data, so we want you to own and improve it. But we're always here to help and do what we can to improve quality. So, if you can't log in or your data doesn't look right, just let us know.

It's also important to tell us if your details have changed. We regularly issue password changes and other major notices to Heads of Procurement. Having up-to-date details means you won't miss out on any information being shared across the team.

If you've had a recent change in the last six months, just [get in touch](#).

## Customer Success

**NHS Wales saves over £1m using Price Benchmarking**

Mark Roscrow MBE and his colleagues at NHS Wales have now saved over £1m using PB.

Following the announcement at the HCSA to a packed audience, Mark told us:

*" The Welsh Shared Service teams have embraced AdviseInc's Price Benchmarking system and it's now a vital tool in business as usual procurement across NHS Wales. We've even created an internal league table to see who can save the most money from the tool with prizes for the winners. This has got the team really engaged and driven some fantastic results. So far we've delivered over £1m of saving using the tool and we continue to identify more."*

**Mark Roscrow MBE**  
Director of Procurement Services



If you'd like to find out how we can help you **#MakeSense** of your data, please [contact the team](#).

<p><b>ABOUT ADVISEINC</b></p> <p>AdviseInc helps the healthcare system #makesense of non-pay spend and market analytics. We work with Buyer and Supplier to drive greater efficiency for the healthcare system and taxpayers.</p> <p>Don't forget to access PB (inc. PPIB), PD and other apps, please visit our Analytics site <a href="https://analyse.adviseinc.co.uk/">https://analyse.adviseinc.co.uk/</a>.</p> <p>For all support, please visit our <a href="#">Support Desk</a></p>	<p><b>UPCOMING EVENTS</b></p> <p><a href="#">PB / PPIB training (Price Benchmarking)</a> 13th December, 2-3pm</p> <p><a href="#">PD training (Procurement Dashboard)</a> 18th December, 2-3pm</p>
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