

Case Study



Healthcare

GAIN & CO

Case Study on Mobile Robots for a Danish Super Hospital

Background



The client is a state-of-the-art hospital in Denmark that performs all specialized treatments in the region. It is the center of clinical development and cooperation between the hospitals in the region.

When building this new government-funded hospital in Denmark, it was desired to automate internal logistics. The desire was to enable just-in-time delivery of linen, clothing, laundry, food, medicine, lab samples, and waste.

The hospital, therefore, reached out to Gain & Co in order to make the requirement specification and conduct the tender process for the mobile robots.

Gain & Co's Role



- Gain & Co was the technical advisor on this project, collaborating with the client's procurement partner.
- Gain & Co analyzed the client's needs, buildings, and utilities in order to scope and describe the functional requirements, delivery schedule, and solution capabilities to be used in the tender material.
- Additionally, Gain & Co analyzed the market for capable suppliers and technologies.
- Gain & Co then conducted a sourcing process to receive and evaluate offers from the identified suppliers. This was done in several rounds. Based on Gain & Co's recommendations, the final supplier was chosen for the FAT (Factory Acceptance Test) analyses.

Value Delivered



- The client signed a contract with the best matching supplier in the market for 35 mobile robots.
- Gain & Co helped the client complete delivery and integration within the set deadline and within the requested parameter of saving 7% on the bottom line of all operating costs.
- The procurement process was handled by Gain & Co, which included:
 - Preparation of tender material including tender conditions and technical demand specification
 - Execution of tender (selection of suppliers)
 - Vendor Evaluation (systematic evaluation & classification of vendors)
 - Vendor selection & contract negotiation
- Finally, Gain & Co supported the client during FAT in evaluating if the requirements set in the contract with the automation solution supplier were met.