

Bringing a world of opportunity to the future of healthcare

Acacium Group is one of the world's largest providers of health, social care and life sciences staffing and services providers using innovative delivery models, with a vision to be the leading global healthcare solutions partner.

As a diversified business of 26 brands and the largest supplier of clinical staff to the NHS in the UK, Acacium Group depends on winning work through competitive tenders and the requirement to maintain an auditable, accountable and transparent system of record and reporting at every stage of the bidding process.

To improve its compliance and competitiveness, Acacium Group implemented the Bidhive bid management platform, giving their global bid teams a tool to support best practice process, collaboration and reporting.

Together with Microsoft Dynamics 365 integration, sales teams involved in tender processes now have full visibility of the bid pipeline, progress and status, to help inform the sales cycle. With a centralised, scalable and integrated solution powering their collective sales and bidding activity, Acacium Group has achieved a market leading position by winning and delivering service contracts that deploy more than 30,000 healthcare professionals every week in the UK.



Acacium Group

AT A GLANCE

Customer: Acacium Group

Website: <https://acaciumgroup.com>

Customer Size: 1,001-5,000 employees.

Country: UK

Industry: Healthcare & Life Sciences

Products and Services: Bidhive & Microsoft Dynamics 365

Bidhive, Acacium Group, & Microsoft Dynamics 365

Customer Challenges

Acacium Group is a fast-growing global healthcare and life sciences staffing and services company with 26 brands across its global service portfolio. As a major provider to public health and social care organisations in the UK, US and Australia, Acacium Group companies are increasingly required to retain and win new business through the competitive bidding process. A key challenge to this process is the need for a single source of truth to support teams in preparing for, qualifying, managing, writing, tracking and reporting on bid/tender opportunities, bid and contract scheduling, submission progress and status, pricing and win/loss outcomes.

Partner Solution

The ability to track multiple bids simultaneously across service lines and geographies was an essential core requirement for Acacium Group's bid management solution. As Acacium Group were also in the early stages of implementing its new Microsoft Dynamics 365 sales CRM system, Bidhive provided the missing bid module that the company needed to manage the complex bid governance process and workflow which spans more than 180 data points across the bidding and contract lifecycle.

As well as providing best practice guidance for success, the Bidhive platform's capability includes dashboard reports and analysis on historical bidding performance. Once a bid is won, it can be converted into an awarded contract.

Customer Benefits

By providing a single consolidated solution across the bidding and contract lifecycle, Bidhive and Microsoft Dynamics 365 are providing Acacium Group with increased visibility of their sales and bidding pipeline across every part of their business.

And with deeper insights and access to collective intelligence, Acacium Group also has more comprehensive performance insights, audit trails, and productivity tools to facilitate quick adoption by users and stakeholders to help them win more business, more often.

Since implementing Bidhive Acacium Group has secured more than £300 million in staffing and service contracts through the competitive bidding process.

The Bidhive platform has helped Acacium Group successfully manage and respond to an ever-increasing bid pipeline.

Acacium Group now holds the largest market share of public sector healthcare staffing contracts in the UK, thanks to its integrated approach to bidding.