

Savings Through Better Procurement



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**Helping Charities save money and
redirecting cash to make a difference**

Presenters:

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100+ Business Cost Areas



COMMS & TECHNOLOGY

- Artificial Intelligence
- Business Continuity
- Cyber Security
- Data Networking Infrastructure
- Equipment & Maintenance
- Fixed Line Communications
- Hardware Procurement
- ICT Services
- Managed Services
- Mobile Devices
- Robotics
- Software Procurement
- Unified Communications



LOGISTICS, TRANSPORT & TRAVEL

- Couriers
- Fleet Management
- Forklift Trucks
- Freight
- Fuel
- Haulage
- Insurance
- Materials Handling Equipment
- Pallets
- Travel
- Vehicular Communications
- Vehicle Leasing & Sourcing
- Vehicle Tracking
- Warehousing



PREMISES & PROPERTY

- Business Rates
- Contract Cleaning
- Engineering & Electrical Consumables
- Facilities Management
- Fire Systems & Equipment
- Grounds Maintenance
- HVAC
- Maintenance & Repair
- Pest Control
- Property Management
- Security Systems & Equipment
- Washrooms



CATERING

- Catering Consumables
- Contract Catering
- Kitchen Equipment
- Vending Machines



COMPLIANCE

- Data Protection
- Energy
- Environmental
- Food
- General Waste
- Hazardous & Clinical Waste Management
- Health & Safety
- Human Resources
- Insurance
- Travel



BUSINESS SUPPLIES & SERVICES

- Archive, Storage & Shredding
- Health Care & Medical Supplies
- Janitorial Services & Supplies
- Laundry
- Office Furnishings
- Office Supplies & Stationery
- Packaging
- Workwear & PPE



UTILITIES & ENVIRONMENTAL

- Electricity
- Energy Efficiency
- Gas
- Recycling
- Renewable Energy
- Sustainability
- Waste & Environmental Services
- Waste Water & Sewerage
- Water



BANKING & FINANCE

- Credit Insurance
- Foreign Exchange
- Invoice Finance
- Merchant Cards
- Taxation & Allowances



PRINT & POSTAGE

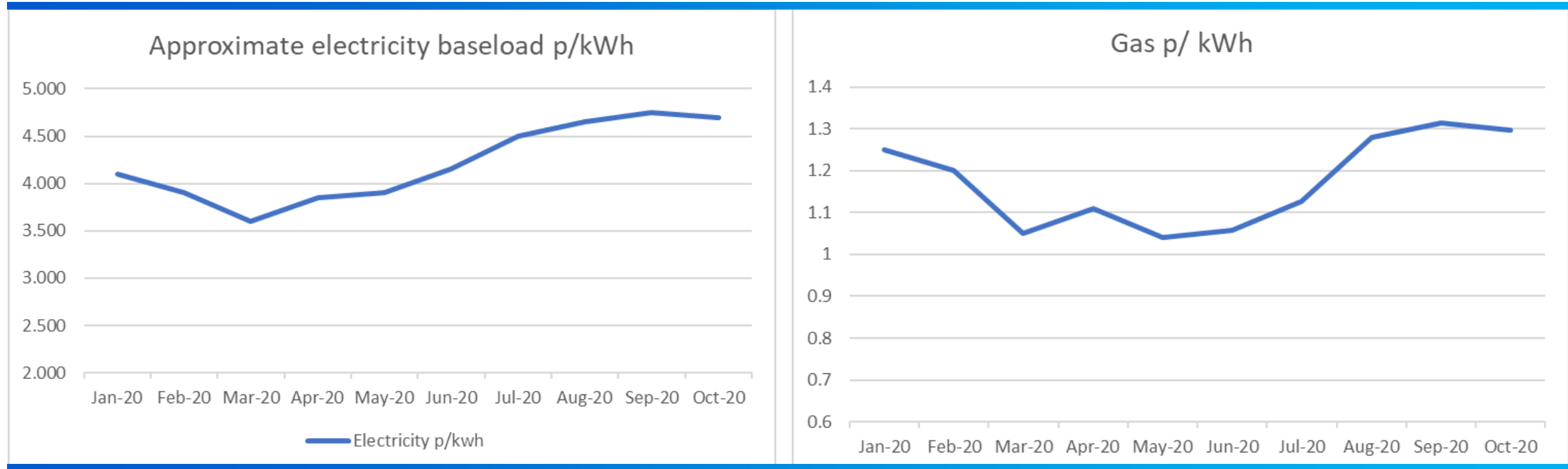
- Business Machines
- Digital Marketing
- DX
- Fulfilment
- Hybrid Mail
- Mailing Solutions
- Managed Print Solutions
- Marketing Print
- Operational Print & Postage
- Photocopiers
- Postage
- Print
- Workflow

Procurement Strategy, Policies & Procedures

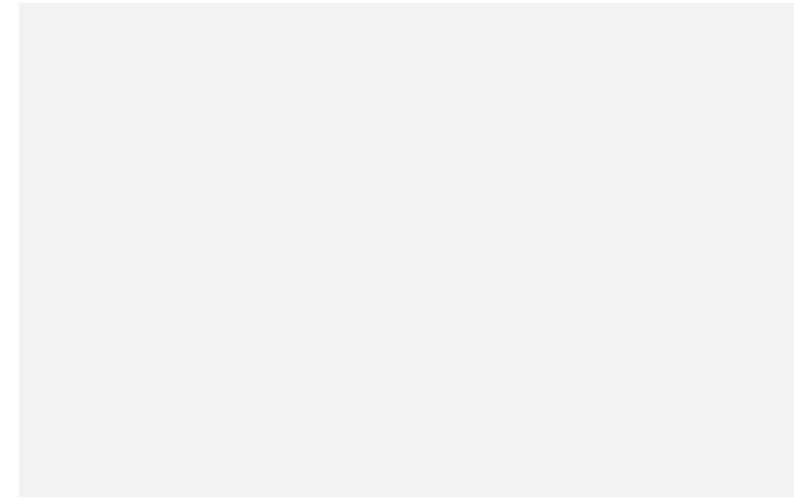
- ✓ Have you defined your strategic procurement policies?
- ✓ What are the goals you are looking to achieve when tendering?
- ✓ Do you understand where the current spend is?
- ✓ How do you benchmark pricing?
- ✓ How often do you tender?
- ✓ How do you identify potential new suppliers?
- ✓ Who checks the contracts / agreements?
- ✓ How are you sure best value is being delivered by suppliers?

Energy Market – Key Changes

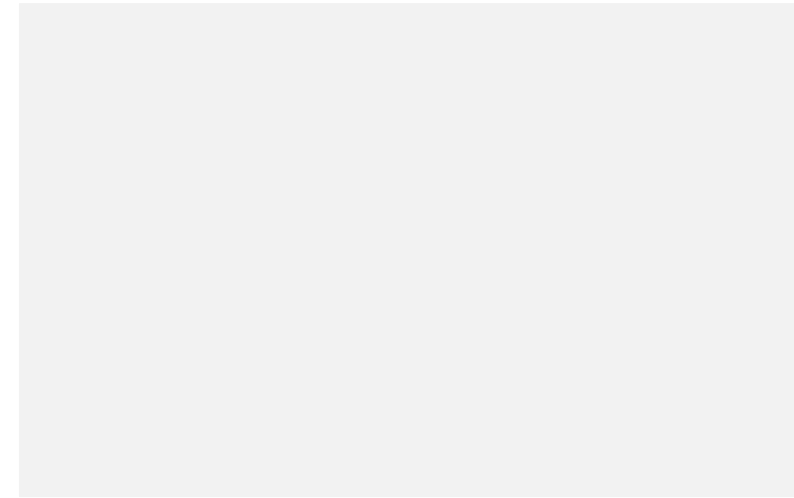
Electricity and Gas Market Analysis 2020



IT / Comms / Mobiles / Security



Print / Marketing / Fulfilment / Hybrid Mail



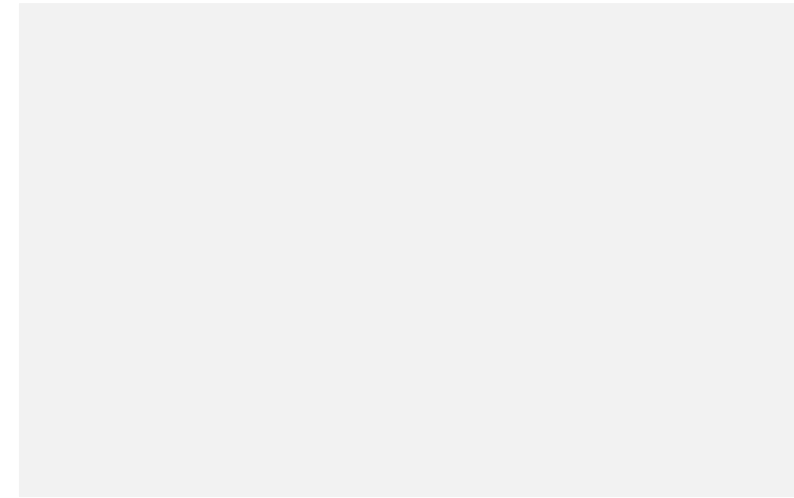
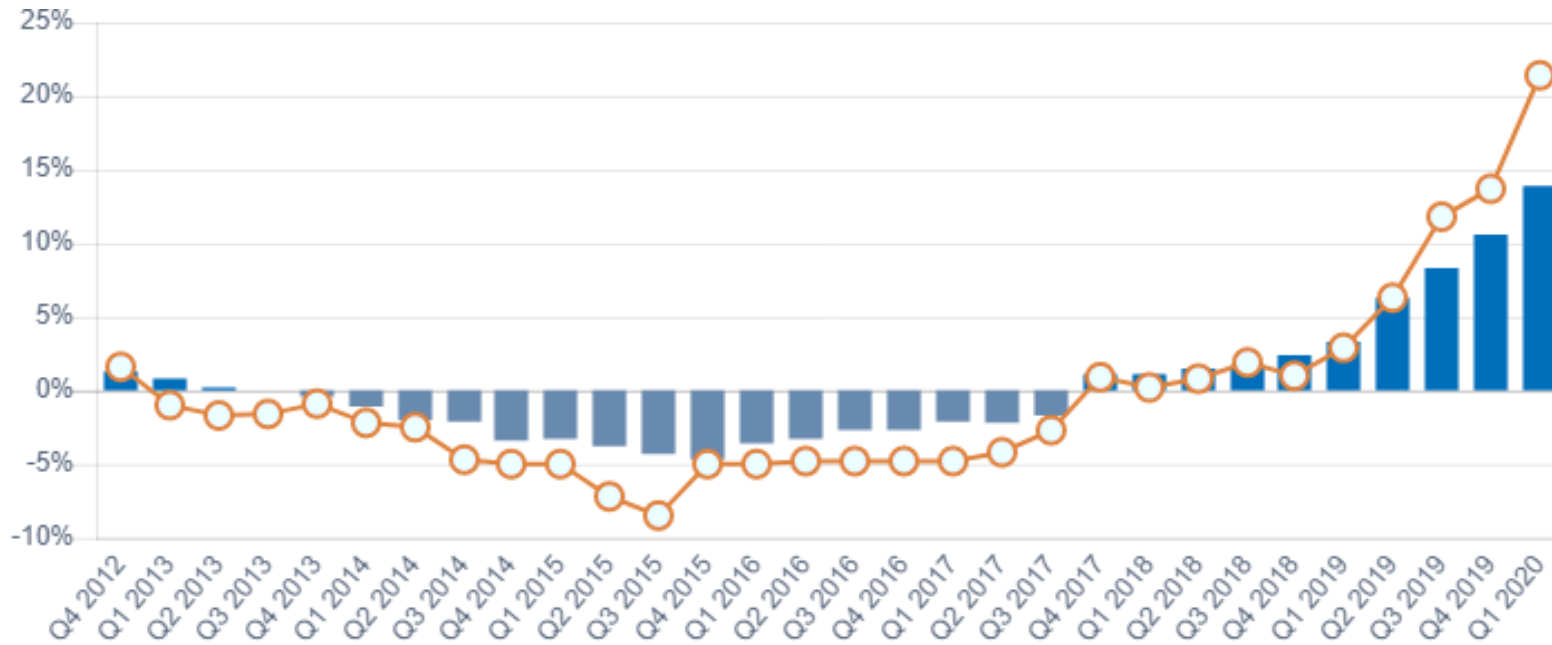
Facilities Management

Fire, Security, Gas Safety, Electrical Reports, Feminine Hygiene, Waste



Insurance

UK Insurance Renewal Rates 2012 to 2020



Cost Mitigation

- ✓ Is what you are purchasing what you actually require?
- ✓ Beware early supplier approaches
- ✓ Consolidate contract end dates
- ✓ Check your contracts- mid term increases, penalties, notices, end dates
- ✓ Don't fall for volume discounts unless you are sure of your C19 new volumes



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Thank you – Questions

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