

## UKPROCURE SOURCING SOLUTIONS

# Accelerated and sustainable savings from eSourcing

**UKprocure Sourcing Solutions helps businesses and public sector organisations make significant savings across their procurement spend. Working closely with our clients, from specification through to eAuction, we deliver tangible cost-reduction, whilst helping you maintain excellent relationships with your suppliers. Our full eSourcing service, combined with our unrivalled category and sector experience, means that our customers achieve savings of 5-30% over and above traditional negotiations.**

### **eSourcing Savings**

Whether you are a private sector business or public sector organisation, purchasing represents a significant proportion of your total costs. Achieving savings in this area can make a big difference to your organisation.

For businesses, a 5% reduction in purchasing costs can boost the bottom line by the same amount as a 30% increase in sales. In the public sector, savings targets of between £6-7 billion have been set and delivery against those targets is being closely monitored.

eAuctions are one of the most effective keys to unlocking procurement savings. They can and do deliver savings of between 5-30% on commodities

ranging from temporary labour, to office supplies, to specialised products.

But eAuction technology is merely the catalyst to achieving these savings.

The key to success is finding an eAuction provider that has proven knowledge and experience of the market you operate in, the commodities you buy and the suppliers you buy from, to help you identify and deliver the highest possible savings.

### **UKprocure Sourcing Solutions**

UKprocure Sourcing Solutions is one of the leading providers of eSourcing solutions to business and public sector organisations in the UK. We provide an end-to-end eSourcing service – helping

clients identify savings opportunities, draw up specifications, craft the RFQ and event-manage the online eAuction.

Our proven approach to procurement cost-reduction combines the power of our industry-leading eSourcing tools, with the expertise of our sourcing consultants.

**“UKprocure has become a trusted partner and has proven its ability to deliver measurable benefits in any category of our indirect spend.”**

**Frank McHugh, UK Chief Financial Officer, The Carphone Warehouse**

Our Sourcing Solutions team includes some of the UK's leading specialists, including eSourcing consultants, domain and category experts and technical managers.

We have unrivalled experience of delivering savings across a wide range of commodities, including merchant services, telecoms, agency staff, medical devices, pharmaceuticals and office supplies.

Our clients have enjoyed savings of 5-30% over traditional paper-based or face-to-face negotiations. In the last year, we have worked with our clients to source £70 million of third party spend on goods and services and have delivered in excess of £14 million savings.

### **Our Solutions and Services**

UKprocure Sourcing Solutions offers a flexible and modular eSourcing service, to meet the specific needs of individual clients. Our customised packages range from a managed eSourcing service that supports specialist buyers and sourcing activity, to the delivery of value-added services that encompass specification, supplier

search and development of tenders.

**“The eAuction from UKprocure has helped us to deliver greater value for money to tax payers without compromising on quality.”**

**Finance Director,  
NHS Trust**

### **Sourcing Opportunity Assessment – Finding the savings**

UKprocure Sourcing Solutions provides commercial expertise combined with spend analysis tools to:

- Analyse major categories of expenditure
- Identify savings opportunities
- Deliver strategy review
- Test and validate sourcing initiatives.

### **eRFQ and eTenders – Making complex processes more efficient**

UKprocure Sourcing Solutions delivers all the tools, support and expertise required to conduct electronic Request for Quotes (eRFQ) and

electronic Tenders (eTenders). Our approach:

- Delivers clear and consistent purchasing procedures
- Simplifies complex procedures
- Reduces cycle times
- Delivers transparent and auditable processes
- Is tailored to your requirements.

### **Reverse eAuctions – Delivering dramatic and immediate cost reduction**

UKprocure Sourcing Solutions fully manages reverse eAuctions on behalf of its clients – either for a single category or as part of a programme across a broad range of categories. The fully managed eAuction service includes:

- Auction strategy development, including lotting strategy
- Assistance with preparation of specification and invitation to tender
- Assistance with supplier identification
- Supplier education and training
- eAuction set-up and technology
- eAuction event management
- Event analysis and reporting.

**“UKprocure has combined its excellent eAuction technology with its local government and sourcing expertise to help us achieve significant and measurable benefits from our first eAuction.”**

**Strategic Project Manager,  
UK Local Authority**

#### **Tangible Benefits**

##### **Benefits to your organisation**

- Quickly and effectively identify categories that will deliver highest savings
- Make your tendering processes more efficient
- Fast and sustainable savings through eAuctions
- Measure supplier performance to inform future sourcing negotiations

- Maintain supplier relationships, service level agreements and product quality.

##### **Benefits to your suppliers**

- In-depth education and training for eAuctions and other eSourcing initiatives
- The ability to react to competitors' pricing and the opportunity to re-bid before the closing time
- Reduced negotiation process time and cost of sale
- A fair and transparent service.

**“UKprocure Sourcing Solutions is one of an innovative breed of companies that seeks to bring together buyer and seller in a way that delivers best value – a combination of both quality and price.”**

**Dean Feetham, General Manager, PaperPak**

## Contact UKprocure

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