



Heriot Watt University save between 17% and 57% on IT Network Services

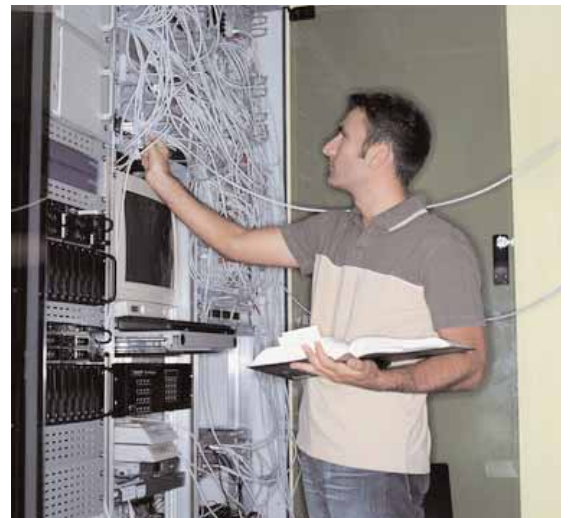
Challenge: High-tech sourcing project requiring advanced eSourcing support
Solution: eAuction event support
Results: Substantial savings & company-wide implementation of eSourcing

Situation

As an institute of higher education, Heriot Watt University are keen to constantly update their core network equipment, they made the decision to update in early 2005. IT network services were required including elements such as installation, maintenance, training and equipment. In order to easily follow public sector guidelines and the OJEU process, as well as to significantly shorten the negotiation timeline, Heriot Watt chose to utilise the eSourcing process from the beginning to the end of this project. A project team was put together including members from procurement and university IT services and specialists from e-Three.

Process

An Invitation To Tender following OJEU rules was issued to short listed suppliers – 3 of whom were chosen as suitable to compete in an eAuction for the business. e-Three spent time extensively training suppliers on all aspects of the process; from how to complete the ITT, to using the online eAuction platform. e-Three ran the eAuction, providing support to both buyer and suppliers on bid day and compiling an in-depth post eAuction report for Heriot Watt to reference when making their final decision.



Results

The eAuction itself was a competitive event. Because the eSourcing process demands upfront clarification in order for suppliers to freely and confidently bid in the eAuction, the negotiation time for this project was cut from 3-6 months to 3-4 weeks – the best value supplier was revealed in a matter of hours. e-Three trained all of the suppliers successfully, resulting in 100% supplier participation and the profile of the procurement team was raised as they showed themselves to be adopters of eSourcing technology, and risk takers in choosing a complex requirement to eAuction. Through the eSourcing process, and as a direct result of e-Three's expertise, Heriot Watt were able to save between 17% and 57% over four lots.

To find out how e-Three can improve your competitiveness call us on +44 (0)20 7384 1234, or email info@e-Three.com

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