

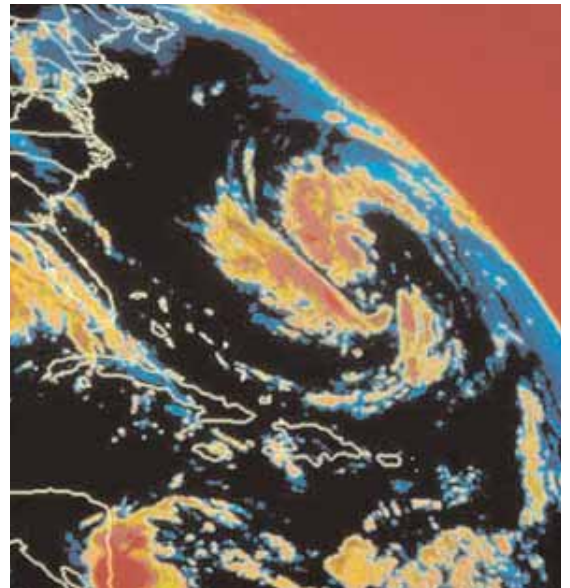


eAuctions save 22% for Met Office

Challenge: Lack of eAuction experience
Solution: e-Three Managed Auction Event
Results: 22% saving on vehicle hire

Situation

As an efficient and transparent procurement method eSourcing is becoming an increasingly popular and common practice within the public sector. In 2004 The Office of Government Commerce (OGC) offered to provide financial support to the first government agencies to pilot the use of eAuctions, providing the Met Office with the opportunity to gain eAuction experience, and implement a more tactical procurement strategy. The Met Office identified vehicle hire as a perfect opportunity for eSourcing, they had a long term relationship with the incumbent supplier and were not confident that they were achieving best value for money.



Process

Although the pre-qualification and tender processes were carried out offline, The Met Office used e-Three developed processes and templates, and used e-Three's consultancy skills to learn as much as possible about the eSourcing process. By ensuring that extensive training was provided, e-Three dispelled initial supplier concerns regarding the implementation of this sourcing strategy, resulting in 100% supplier participation in the eAuction.

Results

Overall, this project was a success. The Met Office achieved a significant saving, and gained valuable market pricing knowledge of vehicle hire. The three year contract was awarded to the incumbent supplier, who ranked third on price at a rate 22% below their initial tender offer.

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

