



eAuctions cut 30% off paper costs for Office of National Statistics

Challenge: Lack of eAuction expertise
Solution: e-Three's eAuction Event Support
Results: 13% savings; 30% cycle time reduction; 100% supplier adoption

Situation

As a more 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. Not only was this an opportunity for The Office of National Statistics (ONS) to gain experience in eAuctions it was a chance to change sceptical attitudes towards eSourcing within the organisation. Paper was seen as the perfect commodity to test this new method of procurement: the eAuction would be comparatively simple and straightforward to manage. ONS enlisted the services of e-Three to lead the project.



Process

e-Three used the BT Transact platform and provided support, training and advice to both buyer and suppliers. The Office for National Statistics 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

The Office for National Statistics achieved a significant saving, and gained valuable market pricing knowledge of paper. Suppliers reduced their prices from the initial tender by up to 30%, the average being 13%.

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