



London Probation Service save 17% on Agency Staff Framework



Challenge: To implement a 3 yr Framework Contract for Agency Staff
Solution: A full eSourcing Tender process including eAuction
Results: 17% saving on annual spend of approximately £6.5 million



Situation

In early 2006, London Probation embarked on an extensive Tender process to put in place a comprehensive Master Vendor Solution for Agency Staff. The master vendor solution was to cover provision of administrative agency staff and to put in place a neutral vendor service for sourcing Probation Officers. An early decision was made to utilise e-Three to manage the process, due to the complexity of the project it was important to have industry specialists on hand. From tender stage to post-auction, e-Three supported the project through supplier training, ongoing project support, and supervising the actual eAuction event.

Process

Preparation was key to the success of this project. An eAuction structure, which met with the approval of the supply base's methodology, was developed and delivered to the client. e-Three issued detailed instructions on the conduct of the eAuction, followed by extensive training which was carried out with each supplier. Suppliers were in constant contact with e-Three. It was crucial to ensure that every participant was fully informed at each stage of the project, guaranteeing that all bases were covered and that every company would be able to take part. An open and fair approach was taken with suppliers and all questions and answers were sent to suppliers on a daily basis. All quality scores and ranked positions were communicated to the suppliers prior to the eAuction. This project was of high importance to London Probation as they had recently set up a new Corporate Procurement Unit and temporary staff is a strategic area of



spend. "With the need to strongly establish Procurement's position within the business through delivering results it was essential that the master vendor solution was tendered effectively. Without e-Three's professional knowledge and support of eAuctions London Probation would not have achieved the same degree of value for money" (Martin Blake, Head of Corporate Procurement).

Results

The eAuction, held in July 2006 was a resounding success, with all suppliers actively participating. The complete sourcing process delivered significant savings of 17% against current spend for administrative staff and a 45% saving for neutral vendor services against initial tender quotes. The business was awarded to one supplier who was best placed on both price and quality, thus ensuring best value would be delivered. London Probation has achieved competitive pricing as

To find out how e-Three can improve your competitiveness, call us on **+44 (0)20 7484 5077**, or email **info@e-three.com**

