



Merseyside Collaborative Group save 25% on Office Supplies



Challenge: To implement a 4 yr Framework Contract for Office Supplies

Solution: A full eSourcing Tender process including eAuction



Situation

In 2006, the Merseyside Collaborative Group led by Knowsley Metropolitan Borough Council embarked on an extensive Tender process to put in place a comprehensive framework agreement for Office Supplies. The other local authorities participating in this process included St Helens Metropolitan Borough Council, Liverpool City Council, Wirral Metropolitan Borough Council and Sefton Metropolitan Borough Council supported by the North West Centre of Excellence. The framework agreement was to cover the following, Paper, Stationery and IT Consumables. An early decision was made to utilise e-Three to manage the Tender process as it was important to have industry specialists on hand. From Invitation to Tender 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. 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. In addition to this, suppliers were able to post questions online at any time – creating a fair method of distributing information to all those involved in the bid. An open and fair approach was taken with suppliers and their quality evaluation communicated to them prior to the auction. Only suppliers who passed a minimum threshold quality level were invited to participate in the



auction event. Matt Walker, Procurement Officer at Knowsley Metropolitan Borough Council who led the project was pleased with the outcome, “we found the eSourcing process to be efficient and particularly supported our collaborative approach. Not only have we saved on costs but also rationalised the supply base.”

Results

The eAuction, held in August 2006 was a resounding success, with all suppliers actively participating. The complete sourcing process delivered significant savings of 25% against current spend. Participating authorities have achieved competitive pricing as well as knowledge of the marketplace.

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

