



## Merseyside Collaborative Group save 40% on Office Furniture



**Challenge:** To implement a 3 yr Framework Contract for Office Furniture

**Solution:** A full eSourcing Tender process including eAuction

### Situation

In 2006, the Merseyside Collaborative Group led by Liverpool City Council embarked on an extensive Tender process to put in place a comprehensive framework agreement for Office Furniture. The other local authorities participating in this process included St Helens Metropolitan Borough Council, Knowsley Metropolitan Borough 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, Seating, Desks, Tables, Storage, Screens, Lecturns and other associated furniture items. 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 results were incorporated into the eAuction structure so their overall rank during the eAuction was



based on cost and their quality score. Steve Boyd, Senior Procurement Officer at Liverpool City Council who led the project was keen to ensure the quality element was prioritised accordingly during this process, “we found the eSourcing process to be efficient and fair. The inclusion of the quality score in the auction format was a highly efficient way to truly identify the best value supplier.”

### Results

The eAuction, held in October 2006 was a resounding success, with all suppliers actively participating. The complete sourcing process delivered significant savings of 40% against current spend. Participating authorities have achieved competitive pricing as well as knowledge of the marketplace. A local supplier was awarded the contract demonstrating how the eAuction process is accessible to smaller organisations as well as large national companies.

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

