



Shropshire County Council save 18.6% on IT Equipment Framework



Challenge: Create a framework of suppliers for IT Equipment and ancillary products and services
Solution: eAuction event support
Results: Substantial savings & successful use of eSourcing

Situation

In 2006 Shropshire County council were looking to renew their framework for the supply of IT Equipment and ancillary products and services. They intended to create a framework of suppliers in specific categories of equipment who would be invited to quote for individual "Lots" of business and orders throughout the duration of the framework agreement whilst using eSourcing to ensure the best possible results could be achieved. 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. Right up to post-auction, e-Three managed the project through supplier training, ongoing project support, and supervising the actual eAuction event.

Process

Preparation was key to the success of this project. A complex eAuction structure which met with the approval of the supply base's methodology, was developed and delivered to the Shropshire County Council. 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. In addition to this, suppliers were able to post questions online at any time – creating an above board method of distributing information to all those involved in the bid.



Results

The eAuction took place in March 2007 and was a resounding success, with 100% supplier participation and significant savings of up to 29.6% on some Lots and 18.6% overall. The introduction of eSourcing to Shropshire County Council has proved the process to be an efficient and effective procurement method. Shropshire County Council has delivered significant and sustainable benefits to their Organisation, including; a more open and auditable buying method, which is also more effective and more manageable. They have achieved greater potential to obtain competitive pricing, and greater awareness of the marketplace.

"We are delighted with the results of our first e-Auction which has more than met its objectives. I can not speak highly enough of e-Three who provided us with professional advice and expertise and support of the highest order throughout the process and on the e-Auction day itself"
Nigel Denton, Procurement Manager.

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

