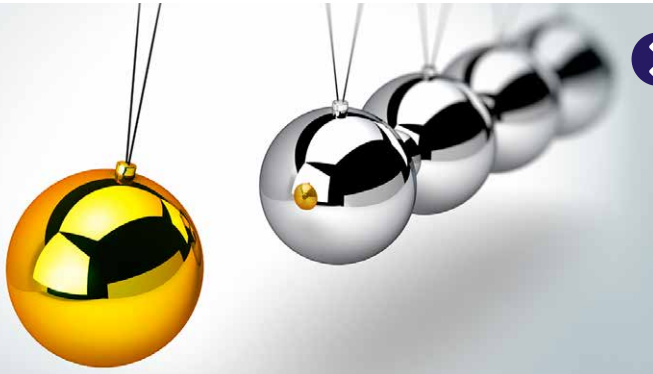


Outsourced Procurement Services



TCG successfully delivered an outsourced Procurement and vendor management service for a Spread Betting, CFD and Forex trading firm based in the City of London.

Key summary

100

IT SUPPLIERS

£14m

BUDGET IT SPEND

£1.3m

OVERALL SAVINGS

1.8 FTE

TCG RESOURCES

Overview

It was a 12 month programme to deliver supplier cost reduction, consolidation, analysis and estimations for future savings across 100 IT suppliers.

The Challenge

This was a 'greenfield' site for IT Procurement as none had previously existed and the stakeholders wanted tangible results delivered quickly.

The Solution

TCG developed interdepartmental relationships to gather supplier data, enabling us to run analysis that allowed us to establish a baseline regarding spend, contract anniversary dates, special terms and services.

We then devised a programme of activities to be delivered throughout the year, beginning with quick wins and those that would produce the best results long term.

1. TCG negotiated additional improved price support directly with major hardware manufacturers (Cisco and HP).
2. We ran a series of Tenders, where appropriate, to consolidate the supplier base.
3. We sought to improve the existing key supplier relationships where appropriate, securing improved contractual benefits and savings.
4. We successfully tendered for a Network Support contract, resulting in adoption of new supplier, cost reduction and significantly improved contractual terms.
5. We delivered overall savings of £1.3m (9% of budget).

The Outcome

TCG delivered the following benefits to the organisation:



additional price support with Cisco and HP



cost savings by securing improved contractual benefits with existing key suppliers

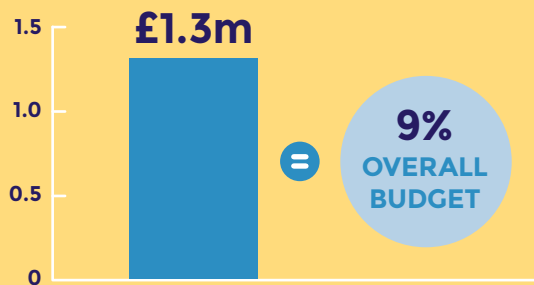


ratio for savings on cost of service



TCG resources

Overall savings



In doing this, TCG raised the awareness and impact of the Procurement function. We left a Procurement Roadmap and knowledge for the internal resources to use for future adoption.



Services delivered

- ✓ Outsourced Procurement
- ✓ Cost Reduction
- ✓ Bid Support
- ✓ IT Procurement
- ✓ Stakeholder/Vendor Management