

Fact box

Driving home collaborative procurement at Efficiency East Midlands

Challenge: Efficiency East Midlands is a consortium representing 17 ALMOs (Arm's Length Management Organisations), RSLs (Registered Social Landlords) and Local Authorities within the East Midlands Region. The organisation was established in 2010 with the aim of establishing frameworks from which member organisations could procure to drive Best Value. Effective collaboration and communication across member organisations and with the supplier community was critical. The procurement and tendering functions of the newly formed organisation were manual, onerous and a drain on resources. Delta eSourcing was selected as the preferred solution to enable electronic working and meet these challenges head on.

- Solution:**
- Easy to use online tender and supplier manager solution
 - Fully branded online Buyer Profile, hosting all procurement information and contract opportunities
 - Full audit trail which can be accessed easily and exported into report format
 - Proactive provision of contract and procurement information to the supplier community

- Project Benefits:**
- Management visibility of all procurement and team activity
 - Reduction in administration costs associated with supplier engagement
 - Elimination of the majority of manual processes related to tendering
 - Better and more efficient tender processes, saving time and money
 - Improved local supplier engagement

Results: *"Bringing together the member organisations, staff, documentation and supplier communities was challenging and it was absolutely crucial that we joined up quickly and efficiently. Delta eSourcing gave us the platform for that collaborative approach. It has provided us with one central document store, one set of automated tendering processes and has given me clear visibility of all activity across the procurement function."*

"Before we started using electronic tendering and the Buyer Profile, my staff were inundated with calls and emails from suppliers requesting contract information, upcoming contract opportunities and looking to promote their services to us. This was all very time consuming but now with the use of Delta we can proactively provide that information via our Buyer Profile and point all suppliers there."

"The helpdesk support is fantastic, not only for assisting my staff but also in supporting our suppliers. During any tender exercises, the helpdesk deal with any queries from the supplier side which has really driven down the administrative costs of procurement and tendering for us."

Pete Smith, Managing Director, Efficiency East Midlands

Contact: For further information please call 0845 270 7050
or email enquiries@delta-esourcing.com
www.delta-esourcing.com

“ Delta eSourcing gave us the platform for that collaborative approach. It has provided us with one central document store, one set of automated tendering processes and has given me clear visibility of all activity across the procurement function ”

Pete Smith,
Managing Director,
Efficiency East Midlands

Powered by

