

## A success story

We are already working with many local businesses to meet their procurement needs. Although we are still in the early stages of this project, with the greatest potential for savings still to come, we have already had huge success with the businesses we work with. The three case studies in this leaflet reflect the savings we've been able to offer businesses, how easy the process is and how little time it takes.

These represent just a small portion of the progress we've made since launching 'All together Better Buying'. Even companies that were locked into a contract benefitted from meeting us before their contract runs out we will review it and find them a better deal.

All three businesses volunteered to share their experiences with you, because they recognise the power of collective buying which will increase as businesses like yours start taking advantage of it.

## What our members say

### COMPANY

#### CARTESIAN - Dermod Ranaghan

##### How did you find the experience?

Easy, we had a renewal coming up and didn't have a lot of time; therefore we had to move fast. I found the inholborn representative to be very knowledgeable and able to provide excellent information very quickly.

##### How long did everything take?

The switch over was very easy. In total I would say around 4 hours were spent on this contract. 2 hours were spent working with the inholborn team and for my own comfort I spent another 2 hours verifying all the information and data I was given.

##### How difficult was the process?

Not difficult at all, in fact it was easy.

##### What results were achieved for you?

I'm happy with the overall outcome; we saved 12% on our yearly energy cost.

**NOTE:** Like all businesses in the Holborn Business Improvement District Cartesian pay a 1% levy on their business rates to help support inholborn, with a small amount of time they have been able to achieve over 2.5 times their investment

##### How did you rank our representative?

Very good, he has good market knowledge and invaluable contacts. The inholborn representative did say that he would follow up with even more information, but I asked him not to as this deal is now done and we would like to move on to the next opportunity.

##### Do you plan on working with us in the future?

Yes. We are reviewing mobile phones, stationary, cleaning and our existing photocopier contract with the inholborn procurement team.

##### What was good?

Cost savings! Insight into the market allowed us to make quick informed decisions.

##### What could have been improved?

Improvements are going to come by building the client base and increasing leverage with suppliers.



### COMPANY

#### BDRC - Robert Dodds

##### How did you find the experience?

Excellent.

##### How long did everything take?

1 hour, 2 at the most.

##### How difficult was the process?

It wasn't difficult at all; it was easy. Before coming over to our current provider we were with a company that is now no longer in existence. Therefore we had to track down some internal cost information. I'd say that the record finding was the toughest part in the whole process.

##### What results were achieved for you?

A substantial saving for the business of 23.5%. It also saved my time. It is an important area, but unfortunately not an urgent one, so it could possibly have been delayed by more pressing issues. Taking this route the whole package was done for me quickly and easily.

**NOTE:** Like all businesses in the Holborn Business Improvement District BDRC pay a 1% levy on their business rates to help support inholborn, with a small amount of time they have been able to achieve over 4 times their investment on this initiative alone.

##### How did you rank our representative?

The information and analysis he provided was very useful and he did all the work in the background without my having to get involved.

##### Do you plan on working with us in the future?

Yes.

##### What was good?

The process and the results.

##### What could have been improved?

Awareness - My only hesitation was because I knew nothing about this initiative. When needed it would be beneficial to have expert advice for other areas of procurement.



### COMPANY

#### LEUKAEMIA RESEARCH - Dennis Pearce

Leukaemia Research were about to renew with their current provider, not enough time was available to switch suppliers (you have a small window each year to give notice to your supplier, if you do not do so on time you will revert and be tied into an off contract rate). Given the circumstances the strategy was to negotiate with the incumbent for a 6 month period. We will revisit in a few months and look to make additional savings.

##### How did you find the experience?

Painless - It was a great benefit as it did not require much effort from my side.

##### How long did everything take?

Negligible - Only had to provide a couple of invoices and all was done for me.

##### How difficult was the process?

It was not difficult at all.

##### What results were achieved for you?

A reduction of 25% over 6 months.

**NOTE:** Like all businesses in the Holborn Business Improvement District Leukaemia Research pay a 1% levy on their business rates to help support inholborn, with a small amount of time they have been able to achieve a return on their investment within this 6 month period.

##### How did you rank our representative?

Very pleasant. Provided good information.

##### Do you plan on working with us in the future?

Yes.

##### What was good?

Saving money that can be used on research.

##### What could have been improved?

Don't think anything could be improved.



## The Buying & Benchmarking Club



All together  
**BETTER**  
buying >

In partnership with Meercat Associates Limited

Get a **FREE, NO OBLIGATION ASSESSMENT** of your supplier costs, identify the potential savings to be made, then use the collective purchasing power of your BID membership to make those savings real.

“At inholborn, we see our role as more than simply creating a pleasant environment in which to do business. That’s why we have teamed up with **Meercat Associates** to offer a **FREE procurement service** that can help you make the savings you need in today’s tough commercial conditions. It’s all about creating real value for BID members.”

**Tass Mavrogordato**, Chief Executive, inholborn

**Meercat Associates** was founded in 2007. Managing Director, Andrew Childers, has 14 years’ experience in corporate procurement and a mission to improve the procurement process wherever he finds it. Enhancing procurement scrutiny is one of the keys to surviving an economic downturn and Meercat Associates have worked with a growing number of companies, both public and private, to do just that.

## A first for inholborn

inholborn is the first Business Improvement District to offer its members a free procurement service. The Buying & Benchmarking Club has two key aspects:

### BUYING

There is real strength in numbers when it comes to negotiating prices with suppliers, whether you’re talking gas and electricity or office stationery. By joining with other BID members, you can significantly reduce your costs and improve the service you receive, initially from your energy and water suppliers, and ultimately for a whole range of commercial products and services.

### BENCHMARKING

Knowing exactly where you stand with regard to the bottom-line costs of your business has enormous value. Our audit will assess what you are currently paying, relate this to the relevant benchmarks and pinpoint achievable and often substantial savings. And the service is completely free to BID members.

## How it works

### KNOWING WHERE YOU STAND

A free assessment of what you are currently paying for your gas, electricity and water is currently available free to all BID members. This professional audit will give you access to accurate and relevant benchmarking. As a result, you will know what other businesses in your area are paying and identify where savings can be made. This free consultation will be conducted by your own assigned project manager and you are under no obligation to act on any of the recommendations made. It’s a service that could potentially save you tens of thousands of pounds, even if you already have local or group deals in place with some suppliers.

### MAKING REAL SAVINGS

Whether you take advantage of the free procurement audit or not, you can still benefit from the greater purchasing power you will enjoy in conjunction with other BID members. Meercat Associates have initially been briefed to generate improved deals on gas, electricity and water but it is intended that these will expand to include a wide range of other products and services.

## This is just the beginning

Every business uses gas or electricity and water and that’s why we have initially concentrated on finding you competitive costs in these essential areas. We know, however, that there are plenty of other products and services - from cleaning to telecoms - for which you may currently be paying far more than you need.

We fully intend to enlarge the scope of the Buying & Benchmarking Club to meet the requirements of BID members and we would be grateful for any suggestions of areas where you believe we could make a useful contribution.

Other commodities we are working towards including in the service are:

- > Catering
- > Computer consumables
- > Couriers
- > Document destroying
- > Drinking water
- > Franking
- > Fuel cards
- > Furniture
- > Maintenance
- > Office cleaning
- > PAT testing
- > Pest control
- > Photocopiers
- > Post
- > PPE & clothing
- > Printers
- > Reprographics
- > Stationery
- > Taxis
- > Telecoms
- > Waste management
- > Window cleaning

The most exciting aspect of this project is that the opportunities for savings are as limitless as the opportunities for spending. If there are any services or products in particular you’d like to save on, you can always suggest an area to add to this list. After all, this is a service designed to benefit you, so your input is important.

## What happens next?

What happens next depends on you. If you’re overspending on anything at all, we’ll make sure you get a better deal, but the only way we can get your business to benefit from this service is if you take the time to meet with, call or email us.

There are thousands of pounds to be saved, all you have to do is call **Mitch Steprans** on **020 7078 7077** or email **mitch@inholborn.org** to join the club.

inholborn is a Business Improvement District

# inholborn

All together. Better.

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