Case Study
Birmingham Metropolitan College

Birmingham Metropolitan College is a further education college of around 35,000 students.

The Challenge

The College is going through a phase of IT investment, including purchasing 850 tablets for staff as it rolls out virtual desktop software.

Jamie Smith, Director of Systems and Policy Development, said: *"Like all organisations in the current economic climate, the college needs to get more for less."*

His team controls purchasing ICT goods and traditionally carries out benchmarking exercises, requesting quotes and negotiating with suppliers.

Analysis showed that the highly volatile market, where prices rise and fall daily, needed to be combated with a less fragmented buying approach.

The Solution

Jamie needed a system to help him manage the high volatility of the IT market; he then discovered the IT Price Benchmarking platform KnowledgeBus.

KnowledgeBus is a simple online IT spend analysis tool that automatically benchmarks quoted prices against trade guide prices and stock levels on over 150,000 'live' products from over 2,500 manufacturers.

It informs buyers of the margin their supplier proposes and sends daily alerts when price and stock rise and fall.

" We now deliver more informed, cost-effective and efficient procurement with a best-practice approach to buying in a tough market. Return on Investment has been quick.. "

Jamie Smith, *Director of Systems and Policy Development. Birmingham Metropolitan College*

The college has been using cloud-based KnowledgeBus for eighteen months after a trial showed it would save time and reduce costs.

Jamie Smith, director of systems and policy development, said: *"The tool has enabled us to cut the cost of buying IT equipment by 40% and save around an hour per order on benchmarking and admin."*

Benchmarking is now automated and takes seconds, and the system improves the college's bargaining position with detailed information about price and stock.

"The tool quickly tells us how much a supplier paid for a product. This puts us in a powerful negotiating position," said Smith.

"We now have the financial assurance that we are achieving value for money on consumable IT-related spend.

The tool's management reporting and forecasting capability allow us to watch key market trends and plot patterns to stay ahead of market movements.

We now deliver more informed, cost-effective and efficient procurement with a best-practice approach to buying in a tough market.

Return on investment has been quick."

✔ Identify fair price and spot overcharging

✔ Monitor, track and stay ahead of market movements

✔ Plot key market trends and historical spend

✔ Purchase quickly with automated Requests for Quotations

✔ Save time and get more from budgets

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Jamie Smith, *Director of Systems and Policy Development. Birmingham Metropolitan College*

The UK's only Certified IT Price Benchmarking Solution – Find out more at **www.knowledgebus.co.uk**

CIPS CERTIFICATION

ICAEW ACCREDITED SOFTWARE

bsi. ISO/IEC 27001 Information Security Management
IS 590006

Deloitte. Technology Fast50

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Crown Commercial Service *Supplier*