Case Study
University of Nottingham

The University has a considerable demand for regularly purchased items. It sources and buys ICT hardware, software, peripherals and consumables daily. However, gathering and analysing supplier information is difficult given the size and rate of change in the IT market, which impacts buying decisions.

The Challenge

IT represents one of the University's most significant areas of indirect procurement spending. As a volatile marketplace where price and stock fluctuate daily, IT tests buyers trying to achieve sustained best value.

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The Solution

With management reports and forecasting facilities, KnowledgeBus technology offers Chartered Institute of Purchase & Supply (CIPS) accredited 'procurement excellence'. It has also been approved as providing Best Practice Best Value by the Institute of Chartered Accountants for delivering cashable savings.

"With greater market intelligence to hand, we have recovered the cost of the tool in just one bulk purchase of 300 desktop PCs." – Jayson Tarr

Buyers input their preferred supplier product lists or spot-checks online, which the system automatically compares against trade guide prices and stock of over 150,000 products from over 2,500 manufacturers in the UK IT supply chain. The tool's automated 'alerts' also indicate when price or stock rise or falls for long-term sustained best value.

A total of 30% of universities now use KnowledgeBus as part of Best Practice procurement.

Jayson Tarr, *Category Manager. The University of Nottingham*

The University of Nottingham has adopted an innovative online IT benchmarking tool, KnowledgeBus, to reduce IT purchase costs as part of an overall effort to get more from the same budget.

30% of universities now use KnowledgeBus as part of Best Practice procurement.

Jayson Tarr, Category Manager – Information Technology at The University of Nottingham, said: *"In the IT Category, our strategy has been to consolidate the supplier base to drive standards and efficiencies through closer relationships with suppliers.*

The common concern with sole supplier agreements is that you lose the ability to push the price down through competition. However, KnowledgeBus has enabled us to monitor the supply chain and ensure that pricing remains competitive.

The tool also enables us to independently verify when suppliers report that an item has gone out of stock. This was particularly useful in the wake of the Japan Tsunami when we closely monitored the effect of shortages on the pricing of Hard Disk Drives."

The new approach has the potential to save The University of Nottingham up to 24% on prices paid and 20% of the time usually spent manually benchmarking supplier prices.

The solution informs users in real time what margin their supplier is offering, empowering buyers to negotiate better value deals quickly and benchmark existing agreements.

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The UK's only fully 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*