



## £300k p.a saving on Transport and IT costs

“By working with Vendigital, we’ve made some dramatic improvements in our procurement processes. In addition, the online auctions managed by Vendigital resulted in a significant 15% saving worth over £300,000 per year.”

Brian McCarthy  
Finance Director, Archant Regional

With advertising revenues being stretched across print and online media, the newspaper group Archant Regional needed to ensure that it was operating efficiently and buying effectively.

Brian McCarthy, Finance Director of Archant Regional explains: “We wanted to be constructive in our approach to cost savings. As a regional newspaper company, we treat our suppliers as we do our readers and place high importance on maintaining good relationships.”

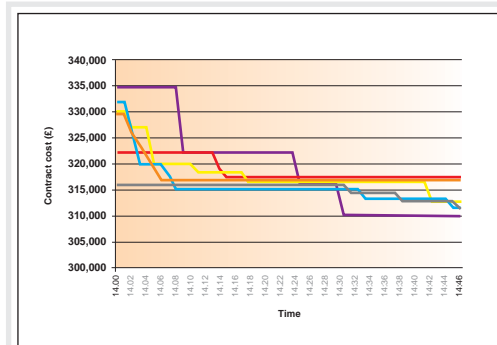
Vendigital was brought in to help Archant Regional adopt innovative new ways to improve its purchasing. The initial areas identified were Transport and IT Equipment.

For Archant’s complex and time critical haulage needs, Vendigital delivered considerable savings and helped to rationalise the number of hauliers. The IT equipment project resulted in an approx. £150,000 (17%) annual savings.

“The results were great and Vendigital did a really good job,” confirms Brian. “We managed to cut our costs by 15%, which is far more than we thought was possible. And our purchasing team is delighted – Vendigital gave them a great result plus an insight into the very latest approaches in procurement. They showed us a level of detail that was beyond what we had previously considered.”



|                |                          |
|----------------|--------------------------|
| Title:         | Cost reduction programme |
| Company:       | Archant                  |
| Main business: | Publishing               |
| Value:         | £2m pa                   |
| Main benefit:  | £300k savings            |



▲ Graph showing results of one of the lots within the auction



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