



Savings of over £135K for Brand Partnership

Vendigital were invited by Gresham Private Equity to assess the procurement spend of Brand Partnership Limited to find “quick-hit” profit improvement opportunities.

Vendigital worked with Brand Partnership (now Symingtons) to assess and quantify opportunities for rapid cost reduction by running a one-day on site workshop. Vendigital used their Saving Optimisers toolset to analyse the spend and to identify the opportunities for the quickest and highest return.

“...quick-hit profit improvement opportunities.”

Corrugated packaging came out as the category which could have the greatest short term potential with an annual spend of £750,000. Selecting the right potential corrugated supply partner was critical to Brand Partnership and due to short lead time customer turnarounds the supplier service requirement needed to be very high.

102 corrugated packaging suppliers were contacted of which 17 qualified to submit pre-bids using Vendigital's online e-RFX procurement platform.

7 suppliers were invited to an online auction and this resulted in a saving of over £135,000, reducing the number of suppliers to one. Implementation then followed resulting in a 2 month period from initiation to profit improvement.

“...2 month period from initiation to profit improvement.”



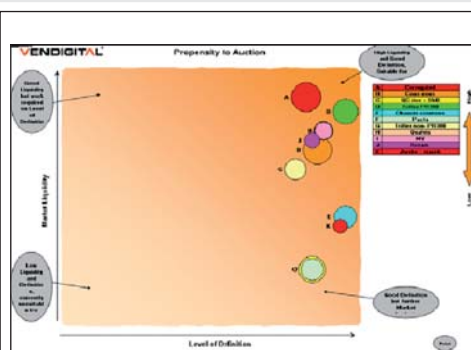
Title: Profit improvement opportunities

Company: Brand Partnership Ltd (now Symingtons)

Main Business: Dehydrated food company

Value: £750k packaging spend

Main Benefit: £135K savings



Brand Partnership's "Savings Optimiser" Workshop



Screen Shot from Online Auction