

saving over £2.5 million p.a

“Initially, there was some scepticism that online auctions could deliver such huge savings. Now with three projects under our belts, we are convinced that this approach is extremely valuable. As a ‘not for profit’ organisation, we must ensure our costs are managed as tightly as possible so that the maximum funds are spent on our research into fighting cancer. We are delighted with these results.”

Belinda Turner
Procurement Director at Cancer Research UK

Cancer Research UK has saved over £2.5m per annum through a series of online auctions to purchase office supplies, IT hardware and laboratory consumables managed by Vendigital.

The savings on millions of pounds worth of spend are part of the charity’s Procurement Improvement initiative across the whole organisation. The charity is on a continuous journey to improve the way it manages its procurement budget, which in 2005/6 was £130m.

Following a detailed spend analysis across all of its UK laboratories, a range of items were identified that would be most suited to an online auction.

The first online auction to source office supplies delivered 30% savings to the charity. The auction to source IT hardware including desktops and laptops saved Cancer Research UK a further 20%. Another 33% was saved via the auction for laboratory consumables and equipment such as chemicals, plastics and personal protection equipment. Through this auction, the charity also managed to reduce its number of suppliers from over 200 to less than 6.

Belinda adds: “We are now developing a more holistic approach across all our procurement – this is not about centralising procurement, rather about sharing best practice with our individual buyers and helping them to buy cost effectively.”



Title: **Cost Reduction Programme**

Company: **Cancer Research UK**

Main business: **Charity Sector**

Value: **£2.5m savings pa**

Main benefit: **Better supplier & 27% cost red.**



- ▲ One of the online auctions was for laboratory consumables
- ▼ Belinda Turner, Procurement Director at Cancer Research UK

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