

Transforming Cheshire

“The online auctions have been a huge success. We’ve created a new framework to transform how we procure our services and supplies so that savings can be sustained in the longer term.”

Alistair Jeffs
County Policy Development Officer, Cheshire County Council

The Cheshire County Council programme to ‘Transform Cheshire’ includes the transformation of the Council’s services and procurement.

As part of this exercise, the Council worked with Vendigital and PricewaterhouseCoopers to run two online auctions for the categories of IT Consumables and Print.

The aim was to achieve cost reductions without compromising service, delivery or quality. The ultimate objective was to create sustainable savings of valuable tax payers’ money.

Vendigital worked closely with the Council to gather data on the goods purchased. Comprehensive sourcing exercises were then undertaken to find potential suppliers. Both tenders were run under the restricted Official Journal of the European Union (OJEU) process, using a prequalification stage to ensure that potential suppliers met Cheshire's requirements.

Following the latest OJEU rules, the auctions were run on a weighted combination of price and non-price criteria. The Council was adamant that quality, service, delivery and environmental considerations should not be compromised, so a 50% weighting was given to non-price criteria in each auction.

A saving of 50% on a million pounds worth of print spend was achieved. The IT consumables saved over £220k on a total spend of £750k, representing a 29% saving.

Alistair Jeffs concludes, **“This has been a first for Cheshire – we have harnessed the scope of the internet to help us secure the best deals possible.”**



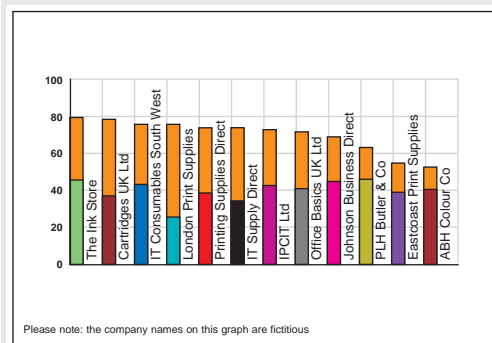
Title: **Cost Reduction Programme**

Organisation: **Cheshire County Council**

Sector: **Public**

Value: **£1.75m**

Main benefit: **44% saving**



- ▶ Graph shows the progress of bids during Cheshire's online negotiation
- ▼ Alistair Jeffs, County Policy Development Officer, Cheshire County Council

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