



Linx Printing Technologies

“The auction presented us with a choice of potential suppliers. We have subsequently been able to evaluate these alternatives knowing that the benefits were worth the effort. It has been very time efficient for us.”

Brian Cattmull, *Purchasing & Logistics Manager*

In common with many auctions run by Vendigital, this auction came at the end of a supplier head-hunting exercise. In this case the search considered hundreds of companies known to Vendigital in Western Europe.

Fifteen pre-qualified companies took part in the auction that comprised three lots with a total of twenty nine different components under consideration.

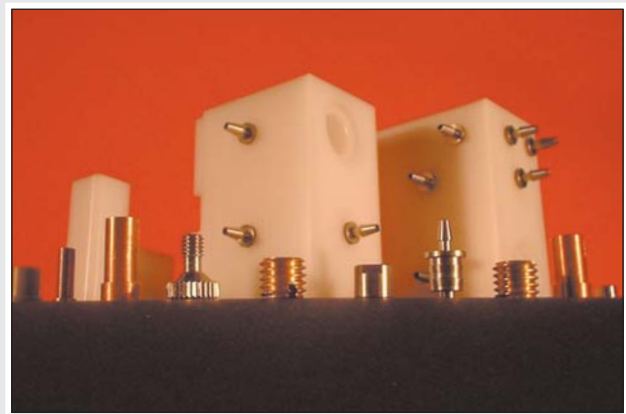
The outcome was that true market price for the products was established. Frequently it is appropriate to pay more than market price if the relationship with the supplier is providing additional value. In this case the cost over market price was considered excessive and the decision was made to resource the business.

The project presented Linx with several supply options since the auction conclusion was what we term ‘Buyers Choice’. A team from Linx then assessed several of the companies introduced by the auction via visits and samples.

The result was that the business was moved to new suppliers, in some of the lots these were not the lowest bidders but those that the buyer considered most appropriate.

“We have now run several purchasing projects with Vendigital. Their spend analysis and auctioning processes are proving themselves to be very valuable to us as a business.”

Malcolm Ryman, *Production Director*



Category:	Turned Parts
Company:	Linx Printing Technologies plc
Main business:	Industrial ink-jet printers
Value:	£400K pa
Savings:	56.2%



▲ The Linx 6800, four-line CIJ printer

▼ Brian Cattmull, *Purchasing & Logistics Manager*



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