

Northgate halves mobile phone bill

“The auction delivered headline savings of over 50%, which was well above our expectations. We chose T-Mobile and agreed considerable improvements in the level of service including a technology profile to meet current requirements with room for expansion and a provision for replacement hardware...”

Paul McGinnes
Procurement Director, Northgate Information Solutions

Northgate IS had experienced significant increases in its use of mobile telephony by its 2000+ employees. Usage ranged from simple voice calls through to specific software programmes for field engineers. In addition to the escalating call costs, the phones carried a mix of legacy contracts which put increasing demands on resource to manage the accounts.

The Northgate IS procurement team invited Vendigital to utilise its latest tools and techniques to deliver the best possible supply option for their business.

Vendigital has considerable experience in the field of mobile telephony. Together with Northgate IS, they developed an RFP (Request for Proposal) structured specifically for Northgate's mobile usage. The responses from the network providers were analysed and an online auction was run to ensure Northgate IS achieved the best usage rates in the market.

Neil Willson, IT & Telecoms Procurement Manager at Northgate IS adds, “The whole project was very straightforward. Vendigital undertook all the background analysis, compiled the financial models and assisted in dealing with the suppliers.”



Title: **Cost reduction project**

Company: **Northgate Information Solutions**

Main business: **Software Applications and Outsourcing Solutions**

Main benefit: **50% savings**



▲ 'The auction delivered headline savings of over 50%...'

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Procurement Director, Northgate information Solutions

