

## Online Auction saves Northumbria University 35% on Stationery Purchases

**“We are delighted with the results ... The online Auction generated savings of £212,000 per year, a 35% saving on the University’s original stationery expenditure.”**

Trevor Gabriele  
*Deputy Finance Director, University of Northumbria*

The University contracted PricewaterhouseCoopers to run an online auction for the supply of stationery and office supplies. PricewaterhouseCoopers partnered with Vendigital, an e-sourcing and online auction specialist, to provide the online auction platform as well as category and sourcing expertise.

It was essential that the online auction complied with the EU Public Procurement Directive. This means that the online procurement process is undertaken in a fair and open manner in accordance to the rules of the Directive.

As John Kilner, senior consultant at PricewaterhouseCoopers explains, “The Vendigital platform is ideal for the public sector. The bulletin board feature is particularly useful, since suppliers have an open view of all questions put to the University and every answer.”

To comply with the Directive, PricewaterhouseCoopers and Vendigital managed all the supplier questions and handled the online auction event including training suppliers in the use of the software. The team also managed the post-auction interviews and the contract award process to ensure the chosen supplier satisfied all the University’s quality and delivery needs.

Twelve suppliers attended the University’s online auction during which 312 bids were made within the 90-minute event. **“The auction was excellent and the savings were beyond our expectation,”** confirms Trevor.



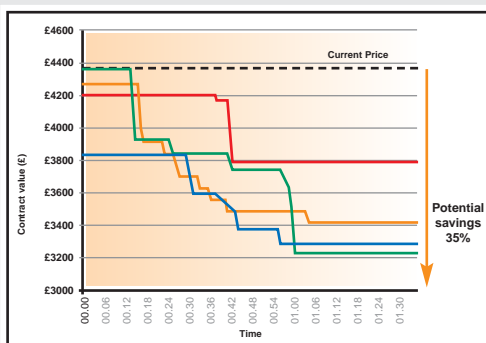
Title: **Cost Reduction Programme**

Organisation: **Northumbria University**

Sector: **Education**

Value: **£600,000**

Main benefit: **35% saving**



▲ Graph shows the progress of bids during Northumbria’s online negotiation

▼ Trevor Gabriele, *Deputy Finance Director (Accounting), University of Northumbria*

**“We are delighted with the results...”**

