

## The greatest improvements

**“I invited Vendigital to analyse our entire spend portfolio and to identify the categories where we could achieve the greatest improvements. I was keen to see what Vendigital’s savings optimiser analysis could offer our business...”**

**Peter Morgan**  
*Quality and Materials Manager, Watson-Marlow Bredel*

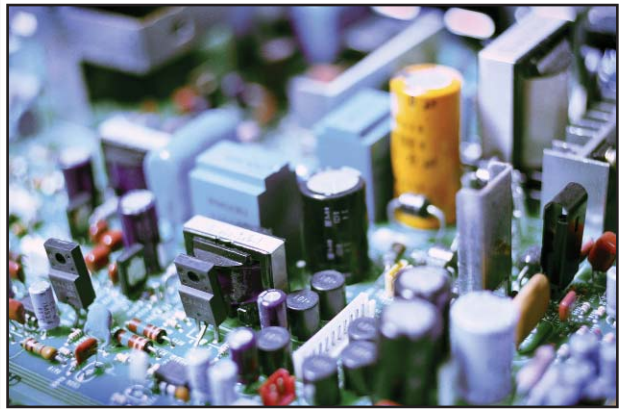
Having already achieved an efficient supply chain, Watson-Marlow, market leaders in peristaltic pumps, looked to Vendigital to further enhance its procurement. Watson-Marlow’s desire was to enhance its own innovation and strengthen its market leading position.

Vendigital’s Saving Optimiser Programme started with two analysis workshops attended by Watson-Marlow’s procurement and engineering teams and Vendigital. Multiple spend categories were profiled using 23 different criteria to allow Vendigital to assess the likely costs savings and implementation timescales. By following a defined analytical process, the group was able to select the optimum projects to be included within this years improvement programme.

**“It was an extremely valuable exercise,”** Peter continues. **“We could confidently select the top five projects that would deliver the greatest returns. The saving estimates for these projects have also helped to make my financial budgets more robust.”**

Project 1 considered Watson-Marlow’s printed circuit boards. Following extensive supplier searching and market analysis, Vendigital conducted an online tender to determine the accurate market price for these items. The most cost effective suppliers are now being visited by Watson-Marlow personnel to determine which organisation will win the contract.

**“We are now at the data gathering stage for project number two, and I’m looking forward to seeing what this market holds for us,”** concludes Peter.



Title:	<b>Supply chain enhancement</b>
Company:	<b>Watson-Marlow Bredel Pumps</b>
Main business:	<b>Peristaltic pump manufacture</b>
Value:	<b>c £2.5m pa</b>
Main benefit:	<b>Optimum suppliers</b>



- ▲ Watson-Marlow 520 pump
- ▼ The Watson-Marlow/Vendigital PCB team (Project1)

**“... beyond cost savings ... greater opportunities to work with more innovative and higher quality suppliers.”**

