

Press release

Abel & Cole combines latest sourcing techniques with sustainable business ethics

Swindon, UK – 14 December 2006: Abel & Cole, the organic food home delivery service, has saved 8% on its annual spend of over £1million on customer presentation boxes. This saving has been secured from a new supplier with complementary sustainable business ethics using the sourcing and market purchasing expertise of Vendigital.

Abel & Cole delivers high quality organic food and drink in corrugated presentation boxes direct to the customer's door. The content of the box (available in three sizes) reflects the wide variety of fresh fruit and vegetables available through the British seasons alongside a wide selection of British organic meats, sustainably sourced fish, dairy goods, freshly baked breads and more.

Stefanie Sahmel, warehouse manager at Abel & Cole explains, "As a progressive business, we've utilised the latest technology offered by Vendigital to help us improve the way we purchase. We've found a great supplier who can provide a better product at a better price. The supplier also complements our position on business sustainability. We particularly like the fact that they are a relatively small organisation and our new business only adds 15-18% to their turnover, so we shouldn't overwhelm them. We also like their ethics, their staff training programmes and their low staff turnover."

Abel & Cole worked closely with Vendigital to set out the required criteria for potential suppliers covering cost, quality of the boxes, size of business and profitability. They also identified a range of judging criteria based on whether suppliers have an established relationship with Abel & Cole, local proximity, sustainable business processes, staff training, etc.

"This extended set of selection criteria was extremely important and gave us a highly complex view of potential suppliers in addition to the traditional product quality and price aspects," adds Stefanie.

Supplier sourcing focused on regional producers as well as large national manufacturers. Information was shared simultaneously with suppliers through an online Q&A facility which allows all suppliers to access the latest information which, in turn, helps to create a level playing field. ➤

Interested suppliers put in their offers for the contract and following a detailed analysis, the two short-listed suppliers were visited to assess their quality, commitment and general suitability for supply, prior to making a final decision. Supplier's due diligence was carried out prior to any commitments being made.

For further information, please contact

Fiona Cousins

PR to Vendigital

T: 01252 850182

E: fiona@osmo.co.uk

Abel & Cole

For further information, please visit www.abel-cole.co.uk

About Vendigital: www.vendigital.com

Vendigital is a procurement organisation that delivers rapid business improvement. Its team of purchasing professionals works with leading industrial and business customers to deliver average cost savings of 26%. To sustain and improve on these gains, customers tap into Vendigital's experience to use the very latest technology and best practice purchasing techniques.

Vendigital enables customers to maximise their position in global supply markets. Cost reduction programmes individually tailored to a customer's needs utilise many of the techniques developed by Vendigital such as: savings optimisation analysis, global supplier headhunting, e-RFx platforms, online tendering, e-auctions, value auctions and results implementation.

Programme benefits are sustained through outsourcing the management of product categories to our specialist team as well as utilising Vendigital's e-RFx and online negotiation technology in house. Established in 2000, Vendigital has offices in the UK, US and Germany.