

Press release

Archant Regional saves over £300,000 per year on Transport and IT Equipment costs

Swindon, UK – 26 September 2006: Archant Regional has saved over £300,000 per year on Transport and IT Equipment costs with the assistance of procurement specialists Vendigital. Vendigital was brought in to help Archant Regional adopt innovative new ways to improve its purchasing with initial focus on Transport and IT Equipment.

“By working with Vendigital and its team of experts, we’ve made some dramatic improvements in our procurement processes. In addition, the online auctions managed by Vendigital resulted in a significant 15% saving worth over £300,000 per year,” confirms Brian McCarthy, Finance Director at Archant Regional.

With advertising revenues being stretched across both print and online media, Archant Regional needed to ensure that it was operating efficiently and buying effectively. Following an analysis of its spend across the group, Archant identified a number of areas where it could make improvements.

Brian McCarthy, Finance Director of Archant Regional explains: “We wanted to be constructive in our approach to cost savings by either reducing suppliers or combining our buying power across the group. As a regional newspaper company, we treat our suppliers as we do our readers and place high importance on maintaining good relationships. So we wanted to save money by buying both better and properly.”

For Archant’s complex and time critical haulage needs, Vendigital collated all the route data for the delivery of papers from the press site to local wholesalers, newsagents and residential points. Furthermore, Vendigital conducted a comprehensive supplier sourcing exercise in order to identify potential hauliers who could serve Archant’s demanding requirements. Interested and capable suppliers were allowed to feed back which routes they would be interested in. An initial overview of supplier interest and competitiveness on a route-by-route basis allowed the project team to group routes (where appropriate) to further increase the contract attractiveness. The final negotiation not only delivered considerable savings but also helped to rationalise the number of hauliers serving Archant’s business needs. ➤

The IT Equipment project comprised a combination of branded /non-branded desktops, laptops and accompanying software. By dictating a functional specification requirement, interested manufacturers and distributors of IT Equipment were requested to submit their product proposals for approval. Fifteen approved suppliers placed 158 bids within an online auction over a 75-minute period. The project resulted in an approx. £150,000 (17%) annual savings.

“The results were great and Vendigital did a really good job,” confirms Brian. “We managed to cut our costs by 15%, which is far more than we thought was possible.”

“And our purchasing team is delighted - Vendigital not only gave them a great result but also an insight into the very latest approaches in procurement. They showed us a level of detail that was beyond what we had previously considered. We purchased well in the past but now our team has some innovative new ways to purchase even better.”

Archant Regional is continuing its work Vendigital on a range of projects where they have identified some common buying needs across the group.

For further information, please contact

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About Vendigital: www.vendigital.com

Vendigital is an e-sourcing company, sourcing on behalf of its client's suitable suppliers from around the world. It communicates the client's contract requirements to the potential suppliers in an efficient and traceable method and establishes market price for the client's contract by means of its online auction. With a presence in UK, Germany, USA and Japan, Vendigital is well placed to serve the needs of its clients regardless of size and location.

About Archant: www.archant.co.uk

Archant is the UK's largest independently owned regional media business. Archant Regional is the newspaper publishing arm of Archant. It publishes a portfolio of four daily titles, around 40 weekly paid-for and around 50 weekly free newspapers totalling a combined weekly circulation of around three million copies.