

Vendigital land sustainable cost reduction of 19% on Castings


Swindon, UK - February 2008: Dutch based Bredel Hose Pumps BV, the world's largest manufacturer of hose pumps, have made substantial and sustainable savings on their cast iron components, by enlisting the sourcing and market purchasing expertise of Vendigital to assist them with searching for new and better suppliers.

"We really did not know what to expect from Vendigital, but were delighted with not only the level of savings achieved and new suppliers identified, but also the high standard of communication levels and expert co-operation." commented Bredels' Mathijs Verlaek.

Bredel's €750k spend on housings, rotors and covers for their hose pumps was mainly focussed within Holland and Germany. Their requirement was to cast the net wider to find more cost effective suppliers, but they were also realistic about their lack of resources to do this rigorously. They therefore approached Vendigital, who also manage cost saving projects for their parent company Watson Marlow, to act on their behalf.

Vendigital's multilingual team of supplier sourcing specialists contacted over 800 potential suppliers in order to identify the very best suppliers for Bredel. This extensive research was followed by a tender making full use of Vendigital's RFQ and online auction capabilities. The best suppliers identified in this way were then visited by Vendigital with Bredel's team and a structured audit, risk assessment and decision making process followed to make the final sourcing decision.

Vendigital's experienced Project Manager then worked with Bredel to until the patterns were made and production parts received from the chosen Turkish supplier, ensuring that the identified savings became a reality.

Mathijs Verleak added: "Without Vendigital we would not have had the time to source new suppliers, nor the capacity to organise an online action. All told they did a super job. Through our dealings with them, we not only have achieved significant cost reductions but have also increased our supplier base and knowledge of the systems needed to hold online auctions. We would have no reservations about working again with Vendigital and recommending their skills and talents to other companies". 

For further information, please contact

Peter Thorp

Vendigital PR

0203 258 3086

07867 521304

peter.thorp@vendigital.com

About Bredel Hose Pumps BV:

Bredel manufacture the perfect pump for the perfect application. The company is part of Watson Marlow, who celebrated 50 years of pumping innovation in 2006. During that time, they have sold more than 1m pumps in sizes which can pump from microlitres an hour to thousands of gallons an hour.

Their pumps employ the simplest possible pumping principle - nature's own - with sophisticated precision and control which make them pre-eminent wherever smooth, accurate fluid flow is required.

About Vendigital:

Vendigital - sustainable cost reduction: www.vendigital.com

Established in 2000, Vendigital connects its industrial and business customers to the global market place, delivering sustainable cost reduction for its clients.

Vendigital is a pioneer in the use of purchasing technology and delivers competitive advantage through its innovative purchasing techniques. Its highly skilled and dedicated team of procurement experts deliver average cost savings of 26%.

Through its proven menu of purchasing services, such as cost reduction programmes, category management services, e-auctions, supplier sourcing and SMS (Spend Management Systems), Vendigital consistently delivers eye-catching results enabling its clients to achieve and sustain increased profits and enhanced supply chains.

Vendigital has global reach through its offices in the UK, US and Germany.