



## Case study – Telecoms (mobile and fixed line)

### Contract audit and tender delivers 60% saving on mobile and 30% saving on fixed line telecoms

#### Client

- UK multi-site manufacturing client
- Mobile telecoms spend with single supplier – 2 years since last tendered
- Fixed-line telecoms spend with a number of suppliers

#### Approach

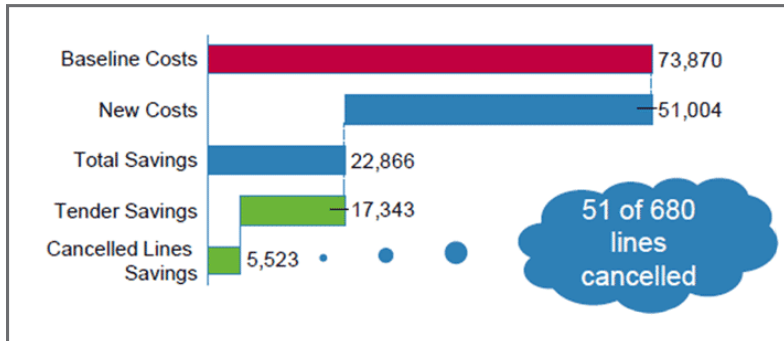
- Internal and external stakeholders were engaged to baseline category spend
- Line audits were carried out to understand active usage
- Baseline requirements were adjusted to the active live volume and aligned to reflect current business needs; matching service levels and increasing tariff allowances and hardware fund in mobiles
- Competitive tenders were run to deliver savings and put in place new supplier agreements

Identifying savings | Delivering savings | Maintaining savings

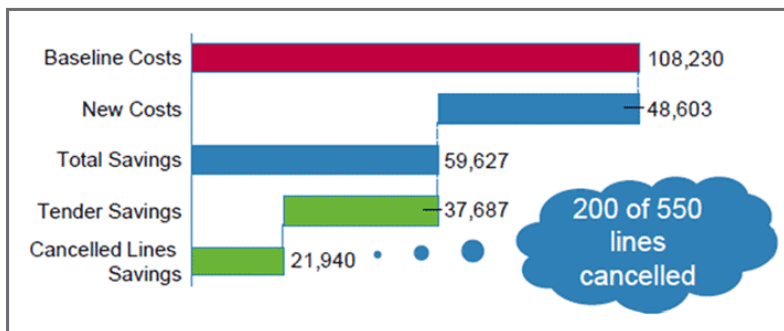
Procura Consulting Ltd 99 Bishopsgate London EC2M 3XD +44 (0)203 693 7275  
info@procuraconsulting.co.uk | www.procuraconsulting.co.uk

## Results

- Three month project in three phases – baseline, audit and sourcing
- 30% total savings on fixed-line expenditure



- 60% total savings on mobile expenditure



We are specialists in procurement cost reduction. Our consultants work closely with all kinds of organisations to improve their profitability through identifying, delivering and maintaining savings in procurement expenditure. A relentless focus on bottom-line results combined with our deep supply-market knowledge ensures that spend is optimised – and stays optimised.

- Our team has achieved over £20m in savings
- Projects are self-funding with no risk for clients
- We work closely with your people to embed best practice
- Our unique spend intelligence service ensures ongoing savings

Identifying savings | Delivering savings | Maintaining savings

Procura Consulting Ltd 99 Bishopsgate London EC2M 3XD +44 (0)203 693 7275  
 info@procuraconsulting.co.uk | www.procuraconsulting.co.uk