



# OUTSOURCED PROCUREMENT AND COST REDUCTION

## A strategic approach to minimising all types of overhead costs

Purchase Direct's expense reduction service has continued to provide unparalleled support to businesses across the UK during the Coronavirus pandemic. At a time when business owners have had to consider ways to keep overheads as low as possible, we have been on-hand to provide procurement support and advice to ensure business costs are kept to a minimum. From assisting with technology requirements for remote working from home, through to suspending unrequired supplier services during lockdown and the sourcing of PPE at the most competitive prices, our unique procurement and cost reduction service has continued to deliver significant results.

### Don't just take our word for it – here's what some of our customers have to say:



"Purchase Direct have clearly demonstrated their wealth of knowledge and expertise during one of our most challenging years - saving us time and money by tendering our communications which included phone systems, mobile telephony and a robust investigation of our IT infrastructure. This produced a 20% reduction in cost and offered an improved solution to our connectivity.

"Our Account Manager assisted us in reviewing our credit card processing provider and managed a seamless transfer to a preferred supplier. They also introduced us to an insurance broker, who conducted a thorough review of our existing insurance policy and offered a bespoke proposal ensuring all future requirements were met. Regular updates from Purchase Direct and a supplier matrix that guides our staff to the appointed suppliers, ensures we maintain a focus on controlling our costs and streamlining our supplier portfolio. I suggest that any businesses who are looking to review their costs should explore the opportunity of working with Purchase Direct and see how you could benefit."

**Vince Scudder, Group Director - MG Cannon**

## Rye Street Group

THE COMPLETE ACCIDENT REPAIR SERVICE

"As a growing bodyshop group, we made the decision to outsource our procurement in 2018. In an industry with tight margins, I was extremely sceptical and hesitant to introduce any further expense to our overhead costs but Purchase Direct's cost reduction programme ensured we would never be 'out of pocket'. The programme demonstrated a £30,000 saving in the first 8 weeks with very little effort from our team. It soon became apparent that their centralised procurement model would help us to achieve substantial savings, enabling us to benefit from their buying power whilst providing the flexibility of maintaining our existing supplier relationships.

"A few operational changes introduced a significant reduction in our workwear charges and we took advantage of savings in areas such as stationery and compliance services. Joining Purchase Direct frees up more of our leadership team's time to grow the business further with the knowledge that our overhead costs are under control."

**Bill Duffy, Managing Director - Rye Street Group**



"To utilise the full service Purchase Direct offer, we asked them to tender our telecoms, mobile and data costs. Showing the way is key to our relationships with our sites, so we used Purchase Direct's in-house experts to analyse our communication costs. They reduced our expenditure by 28% and took a hands-on approach by visiting HO and delivering SIM cards and hardware to each individual user. I would recommend all of our franchise partners approach Purchase Direct and see what you could save."

**Ian Pugh, Managing Director - Fix Auto UK**

