



# PROCUREMENT OPTIMISATION

*Looking to reduce your office costs?*



# buying a better way

Do you want to reduce the cost of your office products and the impact of your procurement process on the environment?

To help you achieve these objectives, Banner has developed **OPTIMISA™**.

**OPTIMISA™** is an award-winning system that analyses the real end-to-end cost of your office supplies, and provides a number of ways to improve your purchasing efficiency.



## Product Optimisation

In order to maximise your savings it is essential that 'best value' products be purchased wherever possible.

We will undertake a detailed analysis of your purchasing at line level, identifying products for which lower cost alternatives are available.

Once these lines are identified, we will develop a consumption management programme to drive demand towards best value products. If required, our Customer Service Teams will "demand challenge" each order to ensure the person ordering is aware that there is a better value alternative. Of course, no change will be made to any order without your prior approval.

### Did you know?

The failure rate of "envisage" remanufactured cartridges is just 0.3%. Many of our customers enjoy significant savings by using these cartridges; see the back cover of this brochure for just one example.





## Process Optimisation

**OPTIMISA™** incorporates sophisticated activity based costing models to calculate the process costs incurred by the customer and ourselves.

Every stage of the procurement process is taken into account, from raising the initial order, through fulfilment and delivery, to invoicing and payment.

**OPTIMISA™** provides open book visibility on the "hidden" costs of your office supplies.

Your Account Management Team will use this information to identify opportunities to improve the efficiency of the procurement process. For example: around 40% of the orders we receive are valued at less than £20, driving significant cost.

**OPTIMISA™** quantifies this cost, and enables us to measure and share the savings we achieve together as our agreed initiatives are implemented.



### Did you know?

60% of our customers order electronically. The orders are processed without human intervention, delivering significant costs and environmental benefits.



## Environmental Optimisation

**OPTIMISA™** incorporates a powerful tool to quantify and manage the environmental impacts of the procurement process. These impacts include delivery vehicles (fuel, CO<sub>2</sub> emissions), paper (despatch notes, pick lists, driver manifests, labels, etc.) and packaging.

**OPTIMISA™** enables you to monitor the environmental impact of your purchasing activity on an on-going basis, quantifying the improvements achieved through the implementation of a more efficient procurement process. For example: if you reduce the number of returns you request, **OPTIMISA™** calculates the associated reductions in paper, fuel, CO<sub>2</sub> emissions and packaging.



### Did you know?

In 2005 we received over 1.5 million orders of which nearly 40% were for goods totalling less than £20. Consolidating orders will save you time, reduce your environmental impact and your costs.

# OPTIMISA™

- a "win win" solution

OPTIMISA™ enables us to focus our joint contract development on initiatives that will produce real savings. As these initiatives are implemented, we enjoy reduced costs, while you benefit from reduced prices... and everyone will reap the benefits of a more environmentally sustainable trading relationship.

*You enjoy reduced prices...  
and both parties enjoy the  
benefits of a more  
environmentally sustainable  
trading relationship.*



## Savings with Banner.....

Following a detailed analysis of TUI UK's purchasing, Banner discovered that they could make considerable savings by switching to remanufactured toner cartridges. TUI UK managers were quick to accept the idea but the end users still had to be convinced, so a plan was implemented to gain their acceptance before enforcing a complete transfer. Key high volume users were identified to conduct trials of the new cartridges, with the emphasis on print quality and yield. Testing revealed no disadvantages in either area when compared to the branded equivalents, so they were recommended for use throughout the company.

Now we operate a "Demand Challenge" system, so whenever a branded cartridge is ordered the lower cost remanufactured alternative is offered.



*"With cost savings in the first full year in excess of £100,000, we're so glad we followed Banner's advice."*



Tracy Byrne  
Facilities Contracts, TUI

For advice and assistance on how to reduce your cost, contact us on:

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