



adam SProc.Net

Dynamic Purchasing System

Why look for an alternative?

- A number of long term contracts and frame works were coming to an end.
- Procurement and other support reductions have made previous methods more difficult to achieve in the timescales previously attained
- These supports services are likely to reduce even further going forward.
- A Time V's Activity analysis covering Procurement, Finance and Contract Monitoring tasks revealed a total of 2764 hours per annum of officer time currently spent in these areas.
- A number of variations in compliance and quality across the services procurement projects.
- Increased pressure to get more value for money when purchasing services and supplies.

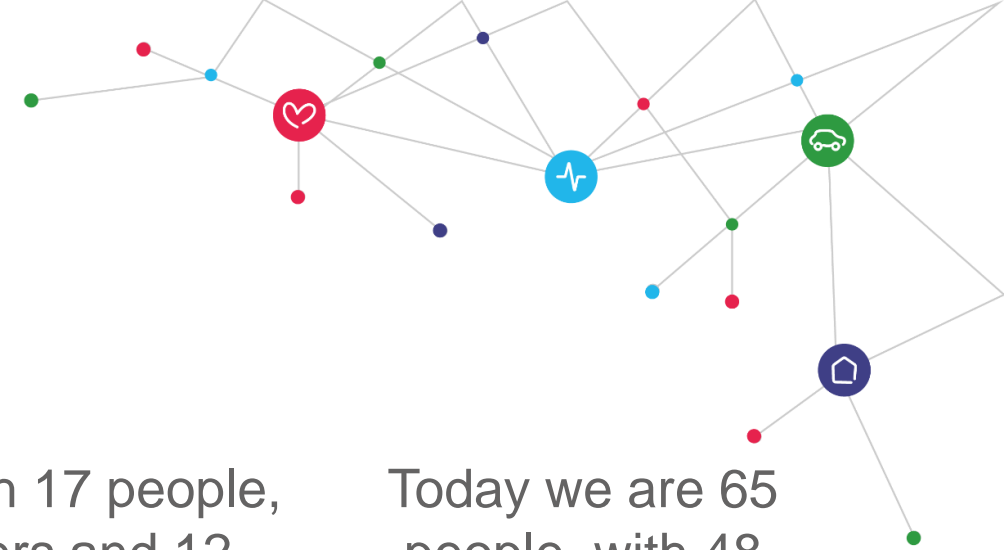
The Benefits of D.P.S

- Sproc.net is a complete end to end user interface rather than split over several service partners or systems, Greatly streamlining the approach to procurement.
- Based on stats supplied by users of sproc.net the estimated time saving would be approx. 2071 officer hours per annum.
- This surplus could be reallocated to achieve better value for money and running costs reduction targets.
- D.P.S would help to improve consistency and quality in the approach to procurement and compliance issues.
- The service would make an estimated 7 - 9 % savings in procuring services and supplies due to the reverse competitive tendering process employed.
- Unlike fixed frameworks suppliers and contractors can be continually added to the system building a much larger and more competitive supply chain.

What it involves.

- SProc.Net is a web-based eCommissioning technology which manages the end-to-end process for buying services and goods which is fully PCR compliant.
- SProc.Net technology is a fully hosted platform which breaks down the process of procuring a range of supplies and services into a number of individual and clearly defined steps:
 - Supplier accreditation and enrolment
 - Commissioning
 - Reverse E Auction Technology
 - Contract award
 - Supplier service receipting
 - Invoice processing and payment.
 - Contract Management and Performance Monitoring

Who are we?



First customer contract signed in

2012

Rated as a 'cool vendor' by Gartner in

2015

In 2015, with 17 people, 8 customers and 12 contracts we became

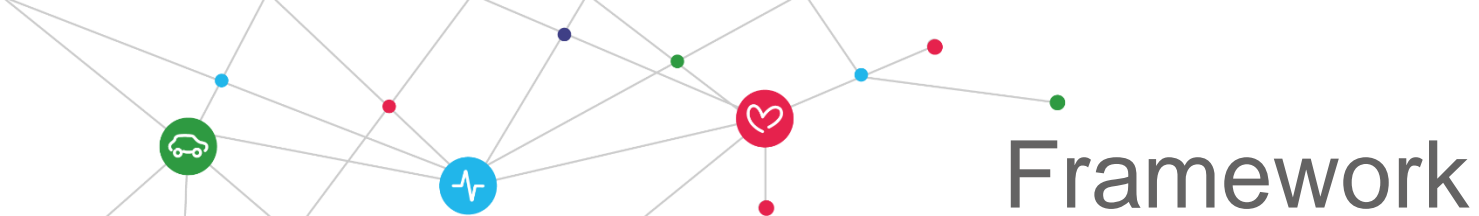
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Today we are 65 people, with 48 customers covering

89 Categories

Leading technology & I.T Insight business

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Framework

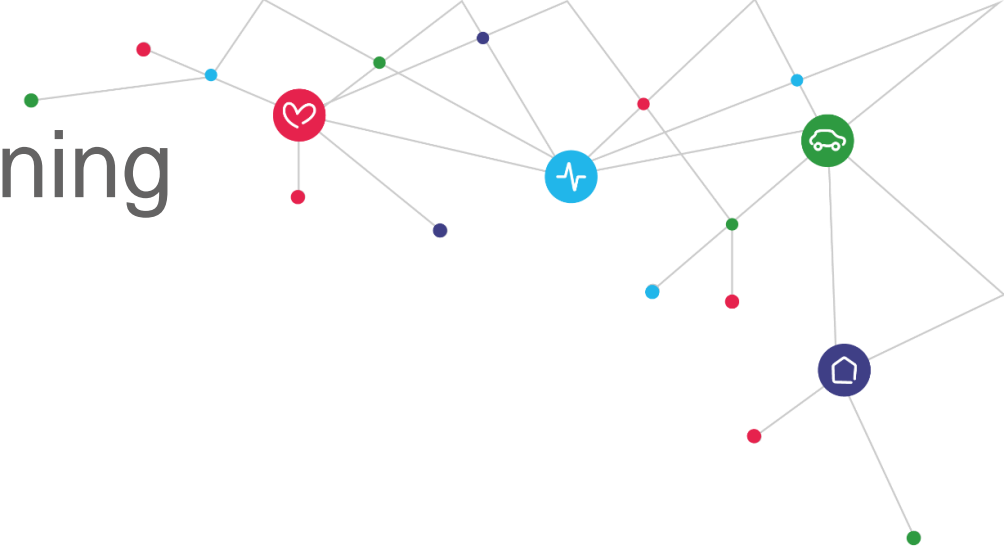
Pros

- Buying from compliant suppliers
- Financial visibility
- Volume discounts
- Supplier engagement
- Supplier management

Cons

- Framework is a barrier to entry
- I'm not supporting local businesses
- What happens if a supplier fails?
- Where are the specialists?
- In truth, little competition

Digital Commissioning



- Dynamic
 - Suppliers can come (and go)
 - Easier for smaller and local companies
 - Bring in the specialists – target at the right time
- Digital
 - Manages compliance, quoting and agreement, contract, sign-off, invoicing and payment
 - All that information is stored in a single place, lots of insight
- Commissioning
 - Mini-competition
 - Ranking of quotes

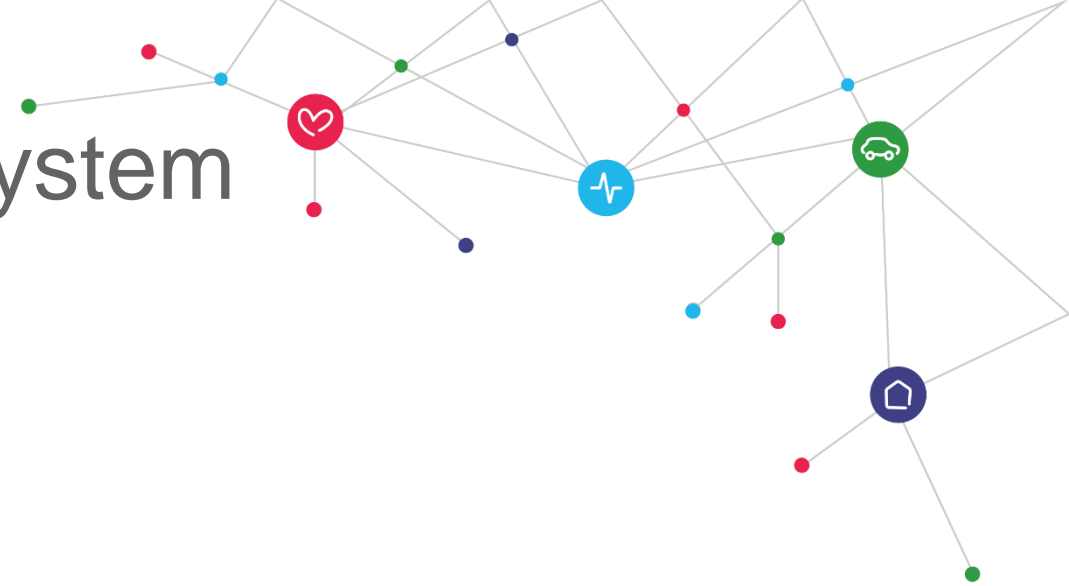


Advantages

- Compliance
- Encourage diverse supplier base
- Efficient purchasing
- Pay the market rate
- Smooth invoicing

What should a system include?

- Dynamic
- One-to-many
- Mini-competitions
- Service receipting
- Invoicing and payment



An aerial photograph of London at sunset, with the sun low on the horizon over the River Thames. A semi-transparent red rectangular box is overlaid on the left side of the image. In the background, a white line with three circular nodes connects three different buildings in the city.

Ques

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