



OCG and AMEC - a strategic partnership

With annual revenues of over £2.5 billion, AMEC designs, delivers and maintains strategic and complex assets for its customers. The company employs some 23,000 people in around 40 countries worldwide.

“Our relationship with AMEC is of key importance to OCG. It is a model of how we would like to work with all our customers”

Doug McLean CEO OCG



OCG’s relationship with AMEC represents a genuine business partnership with mutual understanding of the problem and mutual benefit from the solution. This is largely a result of the quality of personnel at AMEC, led by Commodity Manager, Andrew Clifton.

From the start, Andrew had a clear understanding of the need to improve both the process of procuring commodity items and the terms at which AMEC did so, when OCG demonstrated how its Fusion technology could deliver a solution to this need, Andrew was quick to understand the concept and guide the introduction of the Fusion system throughout AMEC’s UK offices.

At first, Fusion was used by AMEC to procure office product categories. Relatively swiftly, however, print was also introduced. Now the system has proven its ability to save time and money, more categories are in the process of being added, developing Fusion into a simple, single source solution for AMEC’s commodity purchasing requirements.

“Following a very extensive Tender process of which over 17 nationally capable suppliers were invited to participate, OCG Netstationers were awarded a 4 year sole national contract with our company for the provision of all of our office supplies (since January 2009) and corporate print (since July 2009).



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We have always found them to be very customer focused and very helpful and supportive of our business needs.

With particular regard to the Fusion system (web portal) its operational aspects etc, our users have found it useful and easy in the way orders are processed for both office supplies and corporate print.



Before we engaged the services of OCG, we had several suppliers of stationery and print, and the methodology of order placing throughout our company was not ideal, a mixture of telephone, fax and online ordering.

One of the main reasons for awarding this contract to OCG was that I was very impressed with their web portal and very user friendly interface (which they actually customized for our company), because of this, it was far easier for me to mandate that all orders could now be uniformly and efficiently conducted via their web portal.

The web portal's live data management, i.e. creating new cost centre's and new delivery locations instantly is a feature that not all of their competitors have.

Ease of using the site i.e. ability to return items online, live chat facility, search facility and core lists etc are also excellent value added features.



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Apart from the financial benefits of having lower cost purchases against our previous national incumbent, we have in place a definitive Master List (aka core list) of high – medium frequency products which have fixed annually controlled non-variable pricing, other control elements which are in place and available include: -

- 1 Super User Access (given to customer's contract manager) - visibility as to which sites are not complying with the national contract, i.e. sites not ordering, visibility of users orders, spend, etc.
- 2 Order authorization protocols – this is in place to ensure that some users have to seek clearance if they try to order products not on the agreed Master List.
- 3 Quarterly Reviews, spend reports and confidence in the quality of the data, especially if (as we have done,) made OCG the mandatory sole provider of all of our office supplies, janitorial, catering, and corporate print products throughout the UK.



When we awarded them the contact, the implementation process was also conducted successfully across the group, as we arranged "roadshows" with OCG, so that key sites were visited to integrate them into the national contract.

AMEC has multiple delivery locations stretched right throughout the UK, and with OCG we have the comfort and confidence of their logistics capabilities for next day deliveries (since they have an impressive range of over 20,000 stock items at their disposal), and a "same day" service option in emergencies.

So, in brief, our company is very happy to recommend OCG from not only the commercial aspects, but also quality, service, delivery, accounts and their Fusion bespoke web portal which allows our users across the UK to easily order and manage their requirements of office supplies, catering, janitorial and print.



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We are so impressed with the e-commerce facilities that OCG give us, that as a result of this we are in the process of adding more commodities that we require onto this excellent web platform (which incidentally they actually own!) so our own users can order a whole range of commodities, all from a single procurement system.

In conclusion, we view our relationship with OCG as one of a key strategic partnership."

Andrew Clifton is Commodity Manager at AMEC

Would your business spend less on commodity items if it were easier to manage the users and suppliers? Do you need tools to help but lack the resources or a budget? OCG can help you deliver results - fast.



At OCG, we recognise that the real opportunity for our customers to save time and money is through reduced consumption, achieved by removing waste and only buying what is needed at the right price from the right sources. We call this 'smart procurement'.

To achieve 'smart procurement' requires visibility over what is been bought and a control mechanism for deploying procurement policies and managing supplier agreements.

OCG Fusion has been specifically designed and developed to do this. It is a **single source solution** that is **simple to use** and provides **visibility and control** over expenditure so that customers can **reduce waste** and **save time and money**.

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