

Negotiated savings of 13% for EPM System Integration for IT Reseller

CHALLENGE

Our client required Enterprise Project Management (EPM) System Integrator services alongside new licencing arrangements as part of a significant IT replacement project. With third party assistance an initial RFP exercise carried out combining the SI and Licencing requirements. This produced unattractive pricing and was limited to Licencing Vendors only where additional service elements are often added at a premium or with an additional partner margin.

SOLUTION

Apsiz recommended the procurement of the Systems Integrator to be procured in a separate exercise after the client had contracted with a Licensing Vendor to allow a wider range of bidders including those who specialise in the implementation of the selected EPM solution.

The Apsiz team created documents and schedules to form final contract with selected vendor and managed all dialogue with vendors via eSourcing tool providing audit and transparency and managing the evaluation process providing training and support to the client's project team.

Apsiz facilitated clarification meetings allowing the client to examine the proposals in-depth, identifying improvement and negotiation areas for the final stage of the bidding process and set key deliverables that would represent the best outcome for the client for the Best and Final Offer stage.

Apsiz finalised correspondence between our client and winning supplier to ensure all agreed legal and commercial terms negotiated during the procurement exercise were included in the final contract.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Delivery of cash savings of circa 21% (worth £43k) for the entire procurement exercise in comparison to the previously received lowest bid in the aborted procurement exercise undertaken 4 months prior;
- ⇒ Cash savings of circa 13% (£26.5k) for the RFP stage of the procurement exercise;
- ⇒ Additional cash savings of circa 8% (£16.5k) from the BAFO stage of the procurement exercise;
- ⇒ Potential cash savings worth £31k negotiated for subsequent phases should SCC elect to extend its EPM project;
- ⇒ Selection of a Systems Integrator with a reputable reputation and proven track record for the delivery of the specific services, expertise and skills required for EPM project.
- ⇒ Completion of the procurement exercise and negotiation on time and within the original project timescales (pulling back approx. 2 month overrun from initial RFP exercise).