



**May 2012**

**see us at [www.apsconsulting.net](http://www.apsconsulting.net)**

**speak to us on 0844 2646411**

**email us at [info@apsconsulting.net](mailto:info@apsconsulting.net)**

### **Welcome to our May newsletter.**

Astute Procurement Solutions (APS) understand that maximising profit in your business is one key to survival. This is especially true in the current economic climate facing the UK and many parts of the world.

Fulfilling all of your companies daily business needs requires time and careful planning to ensure that you are obtaining the right services at the best price. APS recognise that many businesses don't have the time or resources available to spend time finding tailor made competitive purchasing solutions and have now created a procurement solution process to assist companies that face this issue on a day to day basis. Whether you need a single item or regular weekly or monthly supplies and services we aim to negotiate purchasing deals that will benefit your company financially, permit you to concentrate on your core business and therefore maximise your profitability. Our solution is tailored to your exact needs every time. Do you think that you could save money but don't have the time to review the services you use? Then why not allow APS Solutions to review your requirements and make recommendations. We can provide a written overview of your current spend and make recommendations of where we can save you money. We welcome the chance to meet with you, review your requirements and provide a tailor made package to suit your needs.

APS recognises that many businesses would like to be "Greener" and we have now dedicated a specific procurement solution to this topic.

### **Founder.**



**Paul Vine Director**

**"The UK is experiencing some of the toughest economic times and cost efficiency is vital. Delivering a more streamlined approach to solving your businesses is a planned approach for sustaining your business."**

**"Astute Procurement Solutions deliver proven energy and utilities cost efficiency and streamlining to small, medium and corporate companies".**

### **Services and Solutions.**

APS offer a proven solution to the delivery of cost streamlining and efficiency throughout many product ranges allowing clients to reduce overheads and derive budget to move into sustainable "greener" solutions.

Our approach is consultative. We offer potential clients the benefit of using our experience to identify cost efficiencies within their businesses. A report outlining our findings is produced and discussed with our potential client at a second meeting. The report forms a road map for delivery of cost savings. APS approach clients not from a sales

view point but rather as a “partnership” for the delivery of sustainable cost reductions.

The full APS portfolio can be seen at [www.apsconsulting.net](http://www.apsconsulting.net). We highlight the following as our initial review specialities.

- Energy  
Electricity Supply  
Gas Supply  
Water charges
- Telecommunications.  
Call and line rental charges  
Internet connectivity  
Data network and back up

Using our suppliers APS are confident that savings can and will be identified.

The APS report also highlights anomalies. For example, excessive use of electricity during closed hours which was recently identified for one of our potential clients. APS will make recommendations based on these findings. Simply leaving your computer screens’ running is costing you every night.

### **Green Investment Solutions.**

Working with our partners APS can deliver a cost effective investment package where our investors return on investment is delivered via the cost savings made. Once return on investment is achieved the technology is handed over to the client. Using this method of investing in “greener” solutions allows clients to deliver the required solution without the need for more capital expenditure. We would be happy to discuss how we can deliver solutions either on a cash positive or neutral basis.

### **APS – The Vision.**

“Our aim is to work with clients to deliver a wide ranging portfolio of saving solutions that have a substantial impact to provide cost efficiency, or can assist clients to deliver budget for other project requirements such as the installation of renewable topics such as solar, heat pumps, LED lighting”

### **Case Study.**

#### **Age UK - Top 5 National Charity**

- **£925,000 of telecoms savings over 3 years (33%)**
- **Reduction of mobile and fixed line telecoms fleet by 20%**
- **HMRC Compliance instigated**
- **Automatic allocation of costs to General Ledger**
- **Reduction of call costs through web based employee behavioral change tool**

**“Their perspective keeps us fully informed at each stage of tariff analysis and market insight ensuring a transparent process from audit, benchmarking, tendering, and recommendation through to implementation and validation of each new invoice.”**

**Age UK's challenge was to ensure that it maximized the potential savings of merging the two operations not only as one off purchasing savings but also on an ongoing permanent reduction of cost that flow out on a regular basis.**

### **Testimonial.**

*“ Ross and Co contacted Astute Procurement Solutions to review our gas, electric, water and telecommunications spend as we have not had time to review as often as we would have liked. APS visited our offices and outlined to procedure they would follow. A report was presented back to us showing a number of alternative suppliers affording us saving of up to 28%. Recommendations were offered by APS who are now in the process of managing the transition to our new cheaper suppliers.”*

**Anton Bree MD Ross and Co**