

# Reducing your office supplies costs by 35%

Lisa Ford – Business Manager UK



**Supplies team<sup>+</sup>**  
solutions

# Agenda

- Who are we?
- The office supplies channel
- Cost savings
- Benefits for Charities Buying Group members
- Next steps



# Vasanta Group Overview



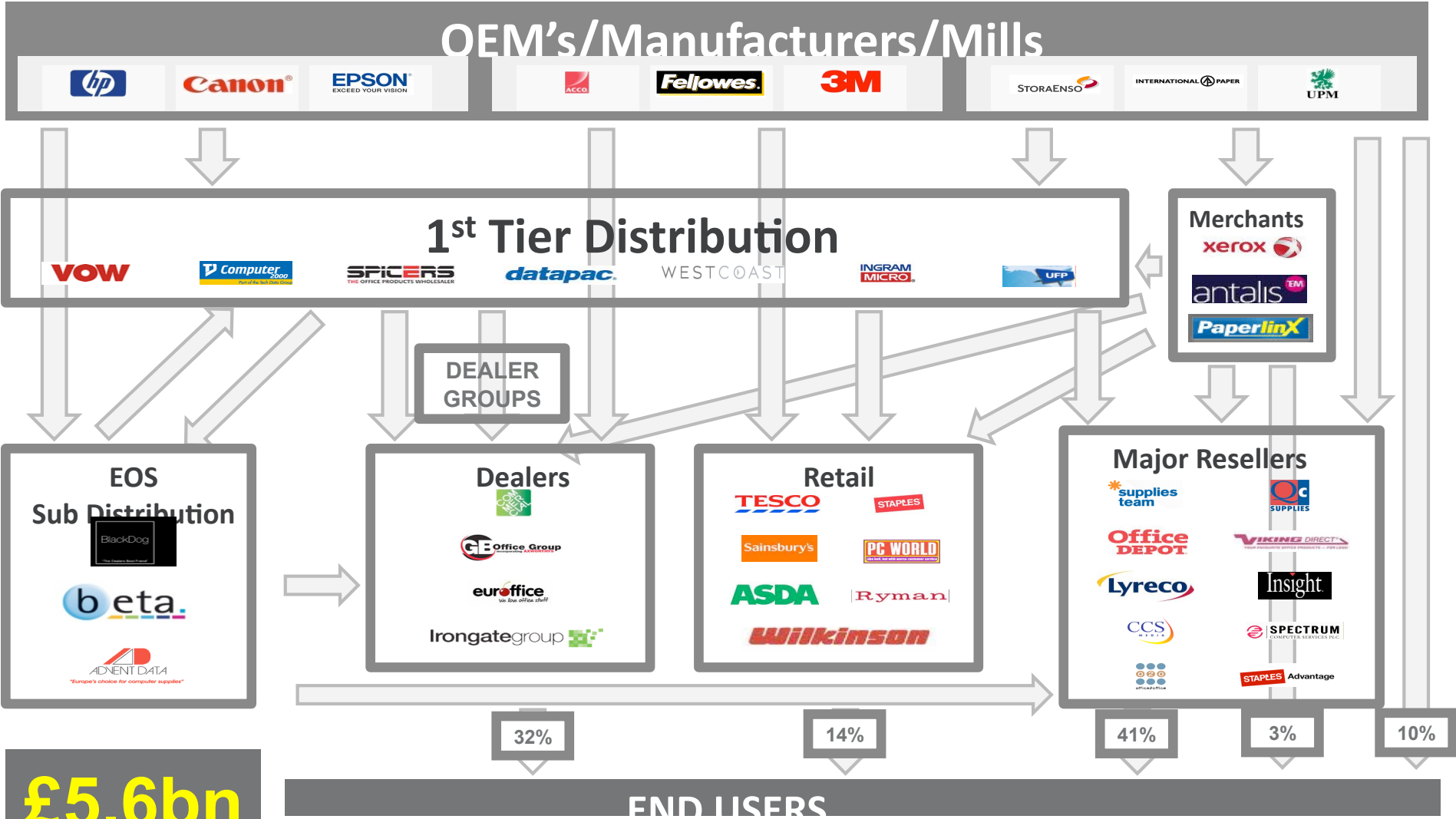
Combined Group Turnover £ 440 million

# A little bit about us

- £440 million pound company
- Largest UK owned office supplies company
- Established in the 60's
- 200,000 current customers
- 1800 staff
- Fleet of 150 vehicles
- Support of 3<sup>rd</sup> party carrier UPS
- 25,000 stocked lines available for next day delivery
- 5000 stocked environmentally friendly products
- 2 distribution centres and 8 additional delivery hubs
- Dedicated, named, charities account management team
- 1st tier distribution with all major suppliers



**Supplies team<sup>+</sup>**  
solutions



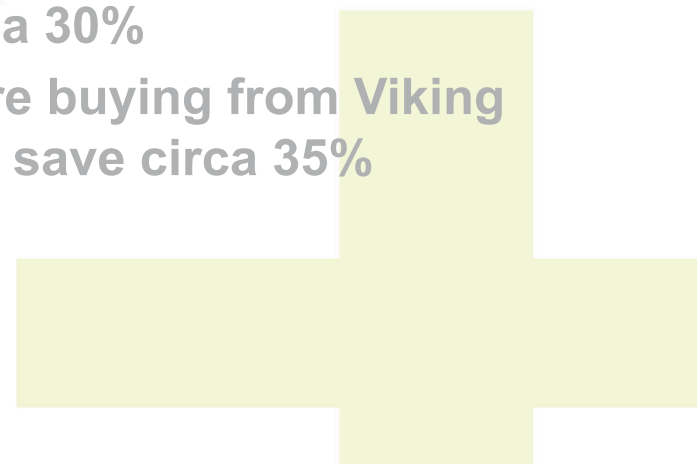
Source :- GfK Jun 2009 – May 2010 total market Panel, GfK Media Panel 2008-2009 MPA 2008 Office Products Report, OFMA – Furniture Report. Adjusted by Management due to recession (Does not include FM Market)

# Cost savings

- 70% of charities buy in the channel from dealers (local suppliers) or Viking
- 30% buy from resellers via agreements or contracts
- 2 main dealers – VOW and Spicers
- If you are buying 5 star products you are buying from a Spicers dealer – you can save circa 25% by cutting the dealer out
- If you are buying Q connect products you are buying from a VOW dealer – you can save circa 25% by cutting the dealer out
- If you are buying from any other reseller – we can save you circa 30%
- If you are buying from Viking you can save circa 35%



**Supplies team<sup>+</sup>**  
solutions

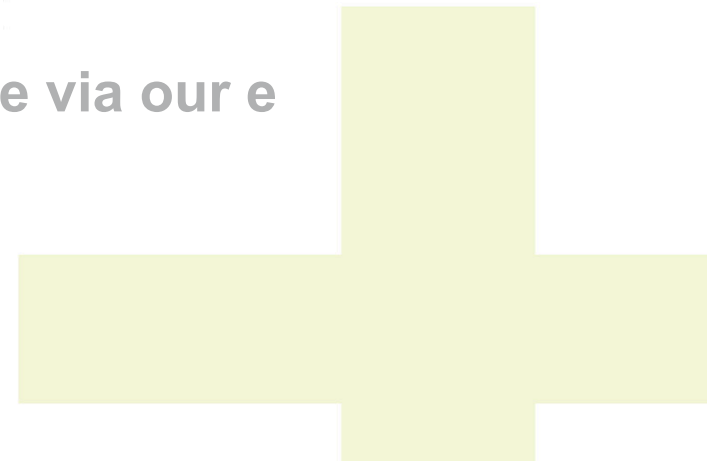


# Benefits for CBG members

- Best buy price means circa 35% savings for you
- Next day delivery free of charge
- Single source solution for all office products
- Dedicated charities team
- No small order charge
- Flexible & tailored core list available online via our e supply site



**Supplies team<sup>+</sup>**  
solutions




# Next steps to save money

- Compile a core list of top usage items to enable us to benchmark
- Send it to our dedicated charities team
- We will do the rest



**Supplies team<sup>+</sup>**  
solutions




Thank you



**Supplies team<sup>+</sup>**  
solutions