

## Somerset CC Joins @UK

Somerset County Council will be cutting down on administration time and saving unnecessary use of paper by buying goods and services online. The council has chosen to use @UK's secure online purchasing system. The software allows the council to receive quotes from suppliers to ensure best value is always secured. It is easy to use so that council staff will need a minimum of training. The system is fully integrated into the council's Cedar E5 Financial Management System and will remove the need to rekey either Purchase Orders or Invoices, as they will now be received electronically from across the council's supply base.

Jill Shortland, Portfolio Holder for Procurement, at Somerset CC said "We looked at all the options very carefully before going ahead. We wanted to ensure that local companies were able to take part with an equal chance of gaining work. Local suppliers who join do not just have the opportunity to trade with Somerset CC online, but also, where they have appropriate goods and services to offer, the system allows them to trade electronically with councils throughout the South West, as well as police authorities and hospitals. They can even use the same website to supply consumers and other businesses".



From left to right: Peter Price - Deputy Corporate Procurement Manager, Jill Shortland - Portfolio Holder for Procurement, Vicky Woodland - Procurement Officer, Mike Keal - eProcurement Project Manager, Simon Lipscomb - @UK National Sales Manager and Richard Gilham - Procurement Performance Officer

## New Rapid Deployment Method Launched



Claire Blackburn (left) eProcurement Manager and Michelle Burne eProcurement Team Leader of Hambleton

@UK PLC has launched a new approach which can implement online ordering and invoicing in any district council within 5 working days. Hambleton District Council was the first local authority to benefit from the new approach. Claire Blackburn, eProcurement Project Manager and Michelle Burne, eProcurement Team Leader from Hambleton jointly commented: "We are very pleased that @UK has been able to implement our new eProcurement system so quickly. Now that the system is in place we have instant access to the multitude of suppliers on the @UK system, so we can immediately begin to purchase goods and services in this way."

Grant Oliver, @UK's new Chief Executive said "Our wealth of experience in the field allows us to be able to plan a project like this with confidence. We are aware of potential issues that can arise during the deployment of online procurement, and can therefore plan for them. We have demonstrated that if this is done, our five-day programme is realistic and readily achievable. We look forward to applying the same approach in several more district councils already in the pipeline."

For more information about the Rapid Deployment Model contact Andy Cross, the Deployment Project Manager via [andy.cross@ukplc.net](mailto:andy.cross@ukplc.net)

## LB Hillingdon saves time and money

The London Borough of Hillingdon has become the latest large unitary council to sign up to the @UK PLC eMarketplace solution. Over the coming months the council's 8000 suppliers will be signed up to the solution to allow them to trade electronically with Hillingdon.

The council uses the Oracle Financial Management System and has implemented the Oracle iProcurement solution to act as the desktop purchasing and requisitioning tool. The @UK eMarketplace will seamlessly

integrate to the iProcurement system via the existing punch-out integration already in use by @UK with the London Borough of Lewisham.

Peter Webb, eProcurement Manager at London Borough of Hillingdon said "We believe the @UK offering represents the best solution for both the council and our suppliers. It is the electronic invoice integration which is crucial to us, as it is in reducing invoice rekeying that we see the biggest cashable savings."



HILLINGDON  
LONDON

Simon Lipscomb, National Sales Manager at @UK PLC said "With yet another London Borough as a customer we are beginning to create a very compelling infrastructure for all the councils and suppliers in the capital."



Lichfield City Centre

## Lichfield District Council Choose @UK

Lichfield District Council has become the latest district council to choose to implement the @UK PLC eMarketplace. Over the coming weeks the council will be using the @UK Rapid Deployment methodology to quickly roll out the system across all departments. It is the council's intention that eventually the @UK system will be used for all purchasing activity.



Steve McQuade, Performance, Policy and Procurement Manager at Lichfield commented "We chose the @UK system as the technology platform because the solution enables us to achieve real cashable savings from the implementation of eProcurement. The invoicing technology means that even a very small business can send us an electronic invoice. However, equally importantly for a district council like us, @UK's unique approach to supplier adoption, combined with the eCommerce facilities they provide for small businesses will help us to meet our ambitions around a thriving local economy. We want to maintain a vibrant local economy and we expect supplier adoption to at least in part be focused on local traders. This will help to ensure these traders have the same chance as larger national suppliers of winning our business"

## New IncomeMaster™ system helps Schools, Universities, Councils and Charities

IncomeMaster is a new package from @UK which allows your organisation to receive payments from parents, citizens, local firms, or anyone. Risks associated with accepting, carrying and banking cash are completely eliminated.

IncomeMaster allows each source of income to be created as a web page through which parents, citizens and businesses can order and pay for everything from school dinners, tuition fees, books, and swimming pool tickets to charitable donations and wheelie bins. Because under the IncomeMaster system payments are notified along with information as to the nature and associated pupil/citizen of the payment, it is easy to add and reconcile income to any financial system in use. There is also useful summary information by 'product' which can be accessed. This makes it easy to identify and chase late payments. Bullying resulting from school pupils carrying cash and the security issues of office staff taking payments to the bank can be avoided.

Nanele Lewis of Swansea University said "We have been using the basic @UK payment system for 2 years to receive payments for conference places, and it has been of great benefit to us. The new IncomeMaster functionality which helps link each incoming payment to the particular event/delegate concerned makes this system even better"

*"IncomeMaster has saved us a significant amount of time and money. Parents like the fact that they do not have to give their child cash or cheques to take into the school office, and they can put the more expensive camps that we offer onto their credit cards. In the office we can quickly and easily identify who has and has not paid, and the system provides a full audit trail."*

Nicky Carpenter –  
Bursar, Ashton Vale School

## London launch for "100% eInvoicing"

@UK PLC recently held an event in central London to officially unveil their new approach to eProcurement which allows every supplier to eInvoice and hence creates dramatic savings in administration for any authority. The conference was well attended by over 50 procurement and finance officials from public sector organisations.

Grant Oliver, the @UK Chief Executive opened the event and Russell Darling, Account Services Executive from Bristol City Council and a National eProcurement Project board member, was the keynote speaker. Russell illustrated how cashable savings had been driven through Bristol City Council by a combination of good procurement practices and using @UK's technology solutions. Russell also outlined other ways in which further savings could be made.

For more information contact [simon.lipscomb@ukplc.net](mailto:simon.lipscomb@ukplc.net)



Lyn Duncan (middle) talking to Russell Darling of Bristol City Council (left) and Joy Segun (Right) from Lewisham at the 100% eInvoicing conference

**IncomeMaster™**  
from **@uk PLC**

See an online video explanation of 100% ordering.  
Visit [www.ukplc.net/100percentvideo](http://www.ukplc.net/100percentvideo)

## All Durham Schools go eOrdering

All 333 Durham County Council (DCC) controlled schools are scheduled to be using eProcurement during the summer term of 2007. This will complete the successful pilot and staged rollout which has been underway since mid 2006, using the @UK supplier network linked directly to SIMS FMS™.

DCC Senior Procurement Officer Peter Shuttleworth said "The government has been strongly behind local authority eProcurement initiatives for some time now. At DCC we recognised that it would reduce the administration load on schools, and help them to be aware of the excellent range of contracts that have been set up for them to access".

Suppliers on the DCC marketplace include :  
Ambic Ltd, Cannon Hygiene, Community Playthings, Dell, Denis Rawlins Ltd, Direct Visual, Dixon an Hall, Economatics Education, EFM Chesterfield, Glenmore Business Papers, Godfrey Syrett Ltd, Gopak Ltd, Greenham Trading, Grosvenor House Papers, GV Multimedia, Hepscott Water Systems, ITSS Durham, Jessops Business, Marmax Products, Maudesport, NES Arnold, Office Depot, PHS Group, Promethean, Russell Systems Telecom, Sebel Furniture, SICO Europe, Specialist Lamp Distributors, Thomas Owen and Sons, Ultralon, United Carlton, XMA Ltd.

For a free trial login to the @UK supplier network contact [tim.coombe@ukplc.net](mailto:tim.coombe@ukplc.net)



Peter Shuttleworth of Durham CC with Maureen Dewell (left) and Katie O'Reilly of Durham Gilesgate 6th Form College

## West London Trust saves £100,000 on first two product areas



Vince Pross, Procurement Director at Chelsea and Westminster Hospital NHS Foundation Trust

Once all of an organisation's purchases are available for analysis using the supplier-neutral coding frame provided by @UK, then it becomes far easier to spot and quantify opportunities for savings. It no longer matters whether the organisation uses several suppliers or indeed whether these deliver in different case quantities. It is still possible to evaluate price paid for a truly equivalent item from different sources in real time.

Such an exercise is currently being conducted by the Chelsea and Westminster Hospital NHS Foundation Trust, attaching NSV codes provided by @UK subsidiary Coding International to progressively all of their annual purchases. Although this exercise is only in its infancy, annual savings of over £100,000 in value have been identified across just the first two of literally hundreds of product fields to be eventually coded.

Procurement Director at Chelsea and Westminster Hospital NHS Foundation Trust, Vince Pross said "It is just stunning what opportunities for savings lie in wait for any organisation. Previously it has just not been possible to analyse what is being paid for equivalent items from different sources. Only NSV codes reach right down to an item by item basis, UNSPSC for example only analyses by category, which is nowhere near good enough. There is not one "office chair" or "desk"; and there is certainly not one operating table".

For a detailed discussion of your coding requirements please contact [terry.ashmore@ukplc.net](mailto:terry.ashmore@ukplc.net) or ring 0238 055411

## New Chief Executive for @UK

The board of @UK PLC has confirmed the appointment of Grant Oliver to the position of Chief Executive. Grant has worked in the IT and Software sector for more than 15 years both with public and private companies. His recent experience has been in providing supply chain management software which reduces costs by rationalising the supply base. He has many years experience of working with multinationals in UK, Europe and the USA and has managed companies that have provided software and services to the Local Authorities, NHS, IT and telecommunications, financial services, petrochemical and manufacturing sectors.

Bernard Fisher, Chairman of @UK PLC said "After a thorough search for a new Chief Executive, we are delighted with Grant's appointment. With this enhancement of the Board, the Company's strong balance sheet and good progress in implementing the new strategy, we are extremely confident in @UK's future."

Grant Oliver commented "I am delighted to be appointed Chief Executive at such an exciting time for the company. After a relatively quiet 2006 for eProcurement in the public sector, this aspect of our trading is genuinely taking off in 2007. Recognition of the unique benefits that @UK has to offer is beginning to be reflected in our sales results. At the same time our company formations division is also growing very well.



@UK Chairman Bernard Fisher (right) welcomes new Chief Executive Grant Oliver to @UK

## Top Suppliers learn all about t-Government



The @UK training and conference centre at Aldermaston recently hosted a presentation by Colin Whitehouse (pictured), chair of the National eProcurement Project [www.nepp.org.uk](http://www.nepp.org.uk) to a number of the major UK national suppliers all linked to the @UK national supplier network.

Colin explained the significance both to the audience and to local authorities of the current Transformational Government initiative ('t-Government'), and its aim of achieving lower costs and greater efficiency in all aspects of the delivery of public services and the supporting procurement. The ability of suppliers to receive eOrders and send invoices by means of the @UK network was agreed as a major potential avenue by which t-Government in procurement can be rolled out throughout the whole public sector. The suppliers present agreed to work together to spread the transformational message to all parts of their client base, to the benefit of themselves, the authorities concerned and the whole community.

*Colin Whitehouse gave an excellent explanatory talk on the background to transformational government at a recent conference of national suppliers linked to the @UK network. Colin is pictured above with some of the delegates (left to right) Jason Potter-Commercial Ltd, Herbie Dhanjal-Ricoh UK, Andy Bruen-Equanet, Colin Whitehouse, Zahid Khokhar-Supplies Team*

## Achieving 't-Procurement'

'Transformational government' is the phrase of the moment. The objective it describes is certainly laudable. To compete in a global economy any country has to have effective, cost-efficient provision of education, health, security etc to support a productive highly skilled workforce. Although 'joined-up government' is a term now less in favour, there is one sense in which this still has relevance. Errors, administration costs and delays cannot be eliminated from the purchasing process without the purchasing body concerned being securely joined to its chosen suppliers for all data transfer. Joined up supply chains will create transformed procurement, and hence support transformed government. Cost reductions from

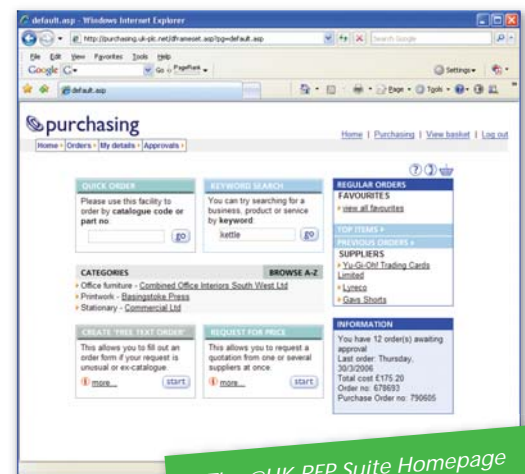
automatic invoice matching, for example, are not fully accessible unless every supplier can send back their invoices online in a structure directly readable by the buyer's existing finance system. With @UK, this is now a straightforward task-see our front page. The @UK supplier network can connect to all the major financial systems and their eProcurement modules, plus even bespoke systems. If you want to achieve a true transformation in procurement, why not contact @UK.

Ben Caster - @News Editor

## Important New Functionality for @UK's Request for Price Suite

The Request for Price capability within the @UK Supplier Management System has been greatly enhanced to offer significant new options for users. This includes:

- ▶ Improved capability for front line staff to request use of a non-contracted supplier for a specific need. These requests will generally pass to the central purchasing unit for clearance
- ▶ A close-by date optional setting for responses to a particular sourcing exercise so that invited suppliers must respond in time to participate.
- ▶ An "allow negotiation" optional function which offers the capability for the supplier to vary their offering from the requirement; where for example they wish to put forward a lower cost and/or better quality service or solution than requested.
- ▶ A sealed quote facility that, if selected for a particular purchasing project, only allows the buyer to access all supplier responses after a particular date. Note that for the first time this functionality supports EU tendering activity from within the @UK SMS system.



*The @UK RFP Suite Homepage*

This extra functionality is currently undergoing testing with several key customers; once this is complete the system will be fully deployed. The @UK system can be used to connect any existing Local Authority eProcurement system to every supplier serving the authority. For more details please request a demonstration via [sales@ukplc.net](mailto:sales@ukplc.net) or ring 0870 486 6000.

## Major Suppliers ready to serve Public Bodies Today

Amongst the thousands of companies registered with @UK are many leading national organisations supplying goods and services to the public sector. These suppliers frequently already have public sector contracts in place that can provide excellent value, as well as the cost savings that come from being able to accept eOrders and more especially raise eInvoices for every order.

Below is a list of some of the national suppliers with trading websites already on, or linked to the @UK network and hence immediately available for service:



Misco  
Dell  
Equanet (PC World Business)  
Computacenter  
XMA  
Centerprise



Alexandra Workwear  
Rex Regal  
Reflex International  
Arco\*



Findel Group  
Education Supples Direct/ESD  
Play Learn & Grow/PLG  
NES Arnold  
Economatics Education  
Supply Zone  
Northern Procurment Group  
GLS



Invitrogen\*  
NHS Logistics  
Dixon & Hall



The Paper Company  
Xerox Office Supplies  
Glenmore Business Papers



RS Components  
Premier Farnell  
BDC/Bridisco\*  
Specialist Lamp Distributors



Combined Office Interiors  
EFG Matthews  
Elm Furniture Contracts  
EFM Chesterfield  
Sebel Furniture



Ricoh  
Hewlett Packard  
NRG Group\*



Banner  
Lyreco  
Supplies Team  
Office Depot  
Rahmqvist UK



All Instruments  
Starland Music\*



Eden Springs  
Hepscott Water Systems



Jewsons\*



GV Multimedia  
Promethean  
Blackwell Books  
PPS Ltd  
Scientific & Chemical  
Thomas Owen  
County Tyres  
Argos\*  
Ultralon  
Riwa Ltd  
Greenham  
Jessops  
Russell Systems Telecom  
Cannon Hygiene/OCS  
PHS Washrooms

\*Currently in test

## News in brief

### @UK at Hanover

@UK was invited by European body Best Practice-IT to represent the UK at the largest IT event in Europe. CeBIT 2007 at Hannover attracted 379,000 delegates and covered a whole spectrum of solutions in eProcurement and other aspects of IT application. The area where @UK was demonstrating was busy throughout the whole 6 days. "An eye-opening experience" said Audrey Lugris of @UK.

### Greenham joins @UK network

Greenham, part of Bunzl plc the £3bn FTSE 250 company, is one of the UK's largest distributors of personal protection equipment, cleaning and hygiene supplies. Ian Sanders of Greenham said "No matter what the customer's proprietary system is, they can now use the Greenham website via @UK"

### Scientific and Chemical on @UK

The market leader in science education equipment, Scientific & Chemical Supplies Ltd is now available to all @UK buying organisations with over 39,000 different products and reliable nationwide service.

### Ryedale becomes latest Rapid Deployment Authority

Ryedale DC has implemented the @UK marketplace using a new approach to system set up that makes suppliers quickly and easily accessible to the council within days. Phil Hancock of Ryedale DC said "I was impressed by the focussed training that @UK offered and the way they have rapidly progressed with setting up our key suppliers on the system. We are confident that through this approach to electronic purchasing we can make procurement easier, simpler and more cost effective in future".

### @UK forms its 120,000th Company

The total of limited companies formed through the @UK system has now topped 120,000. Alice Leyland, Company Formation Department Manager said "We work with a wide range of contacts in the SME area. For example we recently were a major feature of an event of the London Society of Chartered Accountants, whose over 37,000 members are in daily contact with small businesses"



From left to right: John Aiken and Alice Leyland of @UK with Costantine Ioannou President of the LSCA

# What is 100% eInvoicing?

Big savings come when buying organisations eliminate the manual processing of invoices altogether. @UK PLC now offers means to achieve this total saving. Subscription to this service does not require any up-front payments for implementation, if desired.

**Savings from eProcurement broadly come from two areas;** firstly price savings that properly controlled purchasing creates and secondly the elimination of manual processes-especially invoice processing. The first saving can be achieved incrementally. A typical @UK buying organisation client will pass over details of its top 20% of suppliers. The client and @UK together will then work to make all of those suppliers available to buyers online, and progressively squeeze out maverick purchases. Dealing with this 20% will have achieved savings in around 80% of purchasing by value. The remaining suppliers can then be dealt with over time.

**Large administrative savings occur only when all paper invoices have disappeared.** While there are still some suppliers sending in manual invoices wasting the time of virtually every department, administrative benefits are constrained.

**@UK's 100% approach provides solutions for all businesses.** Large suppliers link their existing eTrading system to the @UK network direct. Medium sized suppliers can choose an @UK solution to manage all their B2C, B2B and B2P (Business to Public Sector) transactions. Small suppliers raise eInvoices manually using the @UK system. Your organisation can require all supplier invoices to be electronic from a certain future date and cut out wasteful paper trails and rekeying of invoices altogether. The approach works whatever your financial management system as @UK has linked its network to all the major FMS suites. The option also exists for @UK to be rewarded out of savings, so there are no set up or subscription costs to the authority. Too good to be true? It's not. Just call 0870 486 6003 or email [simon.lipscomb@ukplc.net](mailto:simon.lipscomb@ukplc.net).



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