

Autism Wessex: Caring for the funds that care for children and adults with autism

CLIENT:	Autism Wessex
SECTOR:	Education
COST CATEGORIES:	Utilities, Postage, Stationery

Autism Wessex's contracts took more than a year to consolidate but by the time they were finalised, the exercise produced the extremely positive result of over £100,000 worth of savings. An amazing result!

THE CLIENT

Formed in 1968, Autism Wessex (formerly The Wessex Autistic Society) is a leading voluntary organisation delivering education, support and care services for people on the autistic spectrum. The society, which is part of the National Autistic Society, operates services in Dorset, Hampshire and Somerset, and outreach to anyone else who may need them, regardless of where they may be.

THE CHALLENGE

Kevin Medcraft describes his first impression of Expense Reduction Analysts, "I immediately recognised that they could make a huge difference to our procurement. We are a relatively small organisation, and we simply do not have the resources to analyse every contract and survey every corner of the market to ensure that our expenditure is as keen as possible. I asked Danny Rogers to begin the relationship between our two organisations by analysing our spend on Office Stationery."

Danny Rogers of Expense Reduction Analysts continues, "I saw straight away that Autism Wessex were buying items from a disparate range of suppliers - this included arts and crafts materials for their school, as well as the more traditional office stationery. I was able to rationalise their purchasing by drawing up a core list of products, and I am happy to say that, since then, Autism Wessex have been extremely disciplined in keeping to that list and the level of their expenditure has benefited accordingly."

CONSOLIDATING CONTRACTS TO SECURE SAVING

In the light of this success, Kevin Medcraft asked Danny Rogers to look at Utilities and Postage/Frinking as well. "The Utilities category was certainly more complex," says Danny Rogers. "The Society had many different contracts - all with different renewal dates - which made them difficult to manage, as well as offering no economies of scale upon which to negotiate."

SUMMARY OF SAVINGS

Utilities	55.9%
Postage/ Franking	48.0%
Stationery	31.8%



"We are delighted with the work that Expense Reduction Analysts have done. We are a relatively small organisation, and we simply could not have brought the right expertise, spent the amount of time or delivered the level of savings that Danny and his team have achieved."

KEVIN MEDCRAFT, FACILITIES AND PROCUREMENT MANAGER, AUTISM WESSEX

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The contracts took more than a year to consolidate, but, by the time of the final alignment in August 2010, the exercise produced the extremely positive result of over £100,000 worth of savings. Wessex also enjoy the additional benefit of being able to manage for themselves the two resultant contracts - one for electricity and one for gas.

“HUGE SAVINGS AND FAR BETTER SERVICE”

Danny Rogers’ analysis of the Society’s spend on Postage Franking produced a correspondingly pleasing result, as he says, “Wessex had signed a five-year contract lease on a franking machine, with fairly onerous monthly payments.

On analysing their needs, I soon concluded that they would be far better off buying one outright. In fact, the breakeven point arrived within a year, resulting in another significant saving.” Kevin Medcraft sums up the value of Expense Reduction Analysts to his organisation, “The savings that Danny and his team have achieved have been amazing. But, more than this, they have made sure that the service that we receive from suppliers is not compromised. Quite the reverse in fact. In the case of Stationery, for example, they recommended a new supplier, who has proved to be outstanding, so we enjoy huge savings AND far better service! I have already asked Danny to extend his remit and look at our Marketing Print spend as well.” Bob Lowndes, Chief Executive of Autism Wessex, concludes: “I cannot praise Expense Reduction Analysts highly enough. They have made sure that the precious funds that we receive from the Local Authority and our fundraising activities are spent as wisely as possible to benefit people with autism in our region.”