

THE COMMERCE NETWORK MAKES BUYING EASY FOR THE CONSORTIUMS CUSTOMERS, SO THEY CAN CONCENTRATE ON DELIVERING THEIR CORE BUSINESS ACTIVITIES

The Consortium, one of the largest suppliers of education resources in the UK, is now integrated with the Procsolve Commerce Network [PCN] (now the Basware Commerce Network [BCN]). Integrating with Procsolve (now Basware) provides a faster, seamless ordering process for The Consortium and their customers who include schools on the OPEN and xchangewales eTrading for Schools' eMarketplaces as well as the wider xchangewales community and other Zanzibar eMarketplace communities provided by Procsolve (now Basware).

For over 40 years The Consortium has been providing schools, councils, businesses and charities with all the supplies and services they need to operate. Their aim is to make buying easy for their customers so they can concentrate on delivering their core business activities.

Limits on spending across the UK public sector have stimulated the need for intelligent purchasing solutions to deliver the greatest possible value for money and source the best deals, without compromising quality or client service standards. The Procsolve Commerce Network (now the Basware Commerce Network) is designed to meet those requirements in a way that reduces administration and encourages competitive pricing amongst the suppliers committed to trading with the public sector through such a channel.

The Consortium's integration, which includes providing content by PunchOut, is now available to all public sector organisations in the UK through Procsolve (now a Basware company).

The Challenge

The Consortium joined the Procsolve Commerce Network (now the Basware Commerce Network) in June 2007 as it already supplied many public sector organisations and a number of government-wide strategic programmes. Joining the PCN (now BCN) offered The Consortium access to several UK Public Sector eMarketplaces including Zanzibar, the OPEN programme for schools, and the Welsh Assembly Government's xchangewales programme.

The Solution

Collaborative Procurement ensures that the selection and ordering of goods online is streamlined and efficient, and Procsolve (now a Basware company) has been a pioneering innovator in this field, establishing Public Sector eMarketplaces on its Commerce Network (now the Basware Commerce Network).

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Joe Cadell
Director, The Consortium



Customer

The Consortium
Education

Industry

Education Supplies

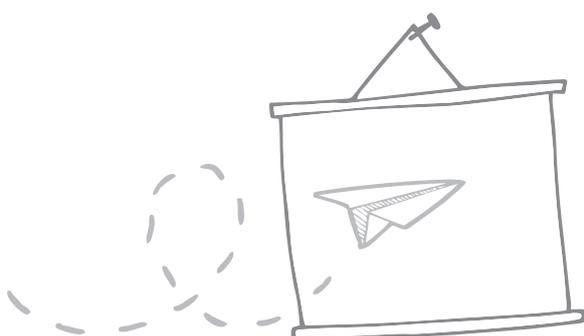
Location

Swindon, UK

Procsolve (now Basware's) solutions in use

eMarketplace

Supplier Portal



Endorsed by HM Treasury, the Zanzibar community of marketplaces is a strategic UK Public Sector service that is hosted and managed centrally so that individual organisations have no IT or administrative costs when using the system. The PCN (now BCN) is available free of transaction charges and subscription fees for all supplier organisations.

Suppliers whose goods and services are made available through the Zanzibar community of eMarketplaces have been sponsored to join by a participating buying organisation. To achieve that status, they are carefully vetted and 'tick all the boxes', allowing purchasers to go ahead and order goods and services without having to issue tenders. Joe Cadell, IT Director of The Consortium says, "We see the Commerce Network as an important route into areas of the public sector where The Consortium is seeking to support our existing commercial relationships and develop new relationships. This will enhance our ability to meet the demands of a community demanding true value for money."

In particular, The Consortium examined the OPEN proposition and saw it as an opportunity to raise its profile further amongst education sector clients.

The Results

The Consortium worked with the Procserve (now Basware) Supplier Services team to initially register and upload its catalogue onto the PCN (now BCN) Commerce Network, and then develop their PunchOut integration links enabling customers to browse and select products from The Consortium's website. The company regards the relationship it has forged with Procserve (now a Basware company) as highly successful, creating significant opportunities for suppliers like The Consortium to deliver products and services cost effectively at a time of growing financial austerity. Joe Cadell confirmed: "Our aim is to ensure a seamless ordering process for all our public sector clients. With the encouragement of Procserve (now a Basware company), we are moving rapidly towards achieving this objective".

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About The Consortium

The Consortium has been serving organisations and businesses delivering public sector services for over 40 years. It currently works with over 25,000 customers from the education, early years and care sectors providing them with all the supplies and services they need to operate on a daily basis.

As a customer-led business, The Consortium brings together a wide range of disparate products, presents them in an easy to access way and delivers a first class service. This is the essence of their "Buying Made Easy" formula which is so popular with customers.

2012 saw the sale of The Consortium to Smiths News PLC, whose strong financial and commercial base supports and underpins its future growth.

The Consortium can be contacted on 0845 330 7780 or www.theconsortium.com

Basware is the global leader in providing purchase-to-pay and e-invoicing solutions in the world of commerce. We empower companies to unlock value across their financial operations by simplifying and streamlining key financial processes. Our Basware Commerce Network enables easy collaboration between buyers and suppliers of all sizes. With Basware, businesses can introduce completely new ways of buying and selling to achieve significant cost savings and boost their cash flow.

Find out how Basware helps money move more easily and lets commerce flow at www.basware.com

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