

Case Study

The Independent Training Purchasing Consortium

About The Independent Training Purchasing Consortium

The Independent Training Purchasing Consortium (ITPC) was formed in 1999 in Rochdale, "the birthplace of co-operation" to provide free and effective training resource and procurement solutions for the corporate market, public sector and individuals.

ITPC use their client's collective training spend to create a massive buying power that helps them to negotiate some of the best course rates possible, much less than they alone can achieve.

ITPC work on behalf of the customers and take away all the legwork in searching, finding, booking, buying and organising the whole training event from start to finish, leaving their customers hassle free and making them all-round procurement savings.

ITPC prides themselves on the fact that they can provide almost any course via their national training centres and established network of providers within a multitude of training sectors.

Finding Procserve

During the recent recession many companies as well as ITPC felt that they needed to look at their Unique Selling Point (USP) and what it is that they really do well. ITPC felt that it was quite clear that were and still are experts in resourcing training courses, no matter what type of training it was or its location in the UK.

After understanding their USP, they then had to focus on their marketplace and look further afield to corporate training specifically and ask "who needed training courses?"

People were losing their jobs due to the recession and there was a big increase in unemployment. As a company we made a decision to solely focus on individuals who needed to skill up and get back in to work so we contacted the Department of Works & Pensions who informed us of Procserve.

The perceived problem to overcome

ITPS's buying power gives them the ability to negotiate some of the best training rates in the UK, one of their common methods of bringing cost down is to bulk buy. Unfortunately when the recession hit, some of their suppliers went out of business taking away any chance of getting any of their deposited monies back and to get a return on their investment.

As well as this, ITPC's clients, some of which were established household names went out of business too while other customers significantly reduced their training budgets.

As a company ITPC managed to get through this difficult period by reducing their overheads and cutting their profit margins.

Outline and Scope of work

The Procserve portal allowed ITPC to quote for training requests that fell in their portfolio and geographical coverage, therefore enabling them to quote and provide resourcing courses in many sectors.

This includes a diverse array of industry training such as Health & Safety, Hair & Beauty, Construction & Plant, Utilities Trades, Fitness and Coaching, Agriculture and Off Shore Training, Security, Aviation and many more, UK wide.

 **Procserve is a great system and support and help is always at hand.**

"From IT Purchasing Consortium's point of view Procserve was a life line and has been and will continue to be a great benefit to the growth of our company"

Jason J McLean
Managing Director
IT Purchasing Consortium

Benefits of becoming a supplier on the Procserve Commerce Network

- Using Procserve has given us amazing growth as a company which itself has created 5 Training Administration jobs all of whom specialise in their own training sectors.
In the short time we have been a supplier, we have put short of 4000 people on training courses that help them get back in to employment. This has stabilised the company both financially and as an employer.
- Using the Procserve portal is simple and holds all training requests and their status in one central point.
- It provides live updates and can create reports and statistics at any time you need them.
- The Invoicing and payment procedures are centralised on the same system making reconciliation easy and with fast payment direct in to our bank account this provides the necessary cash flow to run a business of our nature



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