

## Case Study: The Procurement Group

The Procurement Group are business purchasing consultants, with a track record of getting substantial reductions on overhead costs for their corporate clients. They are a successful, growing business based in London.

### Procurement Management System

Cloud Street worked with The Procurement Group to develop a new system to manage the client relationship and procurement review processes central to their business; it was a significant strategic investment for TPG. It replaced processes that relied on multiple Excel files and manual data input, increasing the efficiency and capacity of their operations.

Processes supported by the system include:

- Customer account management, including contact information, scope of contract(s), etc
- Input and management of large volumes of data on historic customer purchasing
- Management of a large library of price information for multiple purchasing categories, each of which may contain hundreds or thousands of individual items and include bundled deals or fixed plus variable charge pricing structures, etc
- Automated process to request competitive quotes from suppliers against multiple purchasing categories with complex individual specifications
- Creation of reports of best options for customer each category, published in Excel
- Generation of client invoices, based on actual current purchasing and savings achieved
- Powerful customizable workflow tool, to assign staff actions against customer and supplier accounts

### Technology

The system was developed on the Microsoft SQL Server 2005 database platform with a Microsoft Access 2007 user interface.

The system makes extensive use of integration with Excel for data input and report publishing

### The Procurement Group say

*We knew that we needed to automate our processes but had heard horror stories so were delighted with Cloud Street's approach. Their hands on and practical approach to the issues that they faced in executing this project gave us confidence every step of the way. Key milestones were met and the project was delivered on time and to budget.*

the  
procurement  
group

*Simon Unger, Director, The Procurement Group*