

The Francis Crick Institute partner with Advanced to boost their business

Background

The Francis Crick Institute is a biomedical discovery institute dedicated to understanding the fundamental biology underlying health and disease. Formed in 2015, we help to understand why disease develops and translate discoveries into new ways to prevent, diagnose and treat illnesses.

Partnering with Advanced

We partnered with Advanced for the Advanced Cloud Marketplace solution and after a few years of using the solution, wanted to understand how flexible the solution could be for our specific needs.

After using the Marketplace for a couple of years, the Francis Crick Institute was now looking to find out:

- > How efficient their Catalogue was, which contained 8.87m visible products
- > How end users were utilising the Marketplace, with an average of 550 users per month raising over 47k catalogue purchase orders per year
- > How to extract their spend data and analyse it to identify potential savings

Finding a solution

Advanced had recently launched the Catalogue Savings Report and suggested that this would help us to identify and realise more savings from their Marketplace.

Not only does the Catalogue Savings Report provide us with analytics on the data that is stored within Marketplace, it also has high-level detail, with the ability to drill down further.

Advanced have shown us that tangible savings can be made with their solution and just how capable they are. In our partnership with Advanced we were able to learn how they have implemented best practice on delivering a better quality catalogue to improve end user satisfaction.

The implementation

The project took a few weeks from initial agreement to the time when the results were available with the Advanced team on hand throughout the project, in terms of offering additional consultancy as part of the report's output, as well as helping us work through the findings.

Realising the benefits

The Catalogue Savings Report captured and reported all catalogue spend and identified where further savings could be realised, including the following:



Client >

The Francis Crick Institute

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- > End users were only purchasing a small percentage of the total catalogue
- > Over half a million product duplicates were identified from within the catalogue
- > The majority of orders were made at the cheapest price
- > A potential saving of £63k was identified
- > Only 60% of the catalogue was categorised

Compliance

The Catalogue Savings Report was able to identify training gaps by highlighting those end-users who were not purchasing their products compliantly, on a consistent basis. It was also able to identify those departments where a focus could be placed and understanding could be made as to why they were not purchasing compliantly and if required, end user training could take place and target their specific needs.

Reduction in duplicates

The report was able to identify 540k duplicate items so that only the cheapest items could be made visible, saving the organisation more money.

Improved supplier relationships

Additional information was available on suppliers' products so we were able to provide this feedback to our suppliers as to how their products were appearing against the competition.

For us; we felt best practice would be to run the report once again after a period of time after the changes had been implemented, to see the savings as they continue to drive efficiencies within the organisation.

Nick Richmond-Smith, our Head of Procurement at The Francis Crick Institute stated, *"The Catalogue Savings Report fits with our wider organisational procurement objectives, in that we are looking to get the best value for money without risking dissatisfying our end users. They are all involved in specialised scientific research, so the overriding objective is to help customers make the right decision and manage their budget."*

"Our top tip would be to ensure that all the Supplier's catalogues are up-to-date including prices, so that the results are produced on a like-for-like basis. Other than that it was quite a fun project to work on!"

More information

w oneadvanced.com
t +44(0) 8451 605 555
e hello@oneadvanced.com

Ditton Park, Riding Court Road, Datchet, SL3 9LL

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