



About J6 Limited

Based in Newcastle upon Tyne, and with offices in Ayr, J6 was founded in 1997 to provide innovative cost reduction services to large, medium and small businesses.

What we deliver

Using our experience and knowledge, we deliver continual, sustainable savings through best practice and improved buying power.

About our services

Our expertise is in the things that our clients cannot easily do for themselves:

Market knowledge – tariffs, suppliers, seasonal changes, tricks of the trade, best practice

Experience in most sectors – retail, services, construction, manufacturing and more - we deliver sustainable savings

Buying power of over £500m – we can help clients punch above their weight

Unique e-procurement technology – to help streamline buying processes

Skills and resources – to help clients to implement savings plans

Our customers

Over 1,000 large, medium and small customers use our e-procurement site and cost-saving services, including:

AAF, Austin Reed, Barbour, Bellway, BDO Stoy Hayward, Briggs & Forresters, Browell Smith Solicitors, Black's Leisure, City Electrical Factors, Coates, Cleveland Potash, CN Group, Courtaulds, Dane, Draeger, DWF Solicitors, EIAI Airlines, Eversheds, EWS Trains, Fone Logistics, GNER, Hansells Solicitors, Hardy & Greys, Home Group, Inst Mech Engineers, Jennings Johnson, JT Dove, Kama, Komatsu, Kwik Fit, Newsquest, NHS, N T Whitfield, North East Press, North Tyneside College, O'Neill, Omega Plc, One North East, Peacocks Medical Equipment, Pochin, Port Lympe Animal Park, PII (General Electric), Ravensworth, Redstone Plc, Reed Employment, Remploy, SAB Miller Brewers, Sage, Sanyo, Sanofi, Shiloh Medical Supplies, South West Trains, Tait Walker, Teleware, RSM Tenon, Theatre Royal, The Officer's Club, TSG, Tyco, Virgin Balloons, Virgin Megastore, Waring & Netts Architects.

For more information on any of our products or services, please contact:

Elie@j6Ltd.com

Telephone 0845 130 3012

J6 Limited
St Thomas Street Business Centre
Newcastle upon Tyne, NE1 4LE

www.J6Ltd.com

home



CASE STUDY

Social Housing Sector

Annual savings of over **£106,000**

Stationery and office supplies

Telecoms

Utilities

Fuel

The brief

Home Group briefed J6 to identify cost reduction opportunities and propose an implementation plan for four expense categories: stationery and office supplies, telecoms, utilities and fuel.

Stationery and printer consumables – annual savings of over £49,000

Procurement improvements

- **Implemented** a unique e-procurement website with 5 suppliers bidding for each order
- **Consolidated** orders to a single weekly order
- **Agreed** standard items, restricting the ability to order non-standard products

Procurement results

- **Achieved** savings of over 33% across all stationery/office supplies spend
- **Reduced** delivery costs through more efficient ordering patterns
- **Saved** time required to process invoices, by reducing the annual invoice volume

Telecoms (mobile) – annual savings of over £12,000

Procurement improvements

- **Reduced** mobile contract charge rates by consolidating several suppliers and “piggybacking” the Home Group contract onto other J6 contracts, forming part of a £20m annual telecoms spend.
- **Improved management** reporting by ensuring that bills are submitted in required format, with necessary detail
- **Established** KPIs and early warning system to help management maintain tight control of all telecom expenditures

Procurement results

- **Achieved** sustainable annual savings of over 25% on the Group telecoms spend
- **Improved** management visibility and control of the asset through new bill formats, real time billing and KPI monitoring
- **Saved** time and effort required to validate bills by implementing a set of alarms to alert management of misuse
- **Ensured** that management are always aware of new, improved tariffs which could reduce costs further in the future

Utilities (electricity) – annual savings of over £44,000

Procurement improvements

- **Consolidated** several suppliers into a single supplier contract
- **Ensured** that the usage profile in the contract matched the usage profile of the business
- **Introduced** Home Group to the J6 Market Price Tracker Programme to ensure that their utility prices will always remain competitive as market conditions change

Procurement results

- **Achieved** sustainable savings of over £44,000
- **Saved** time and effort required to process invoices, by reducing the annual invoice volume
- **Ensured** that management are always aware of new, improved tariffs which will continually reduce costs further in the future

Fuel - annual savings of 1%

Procurement improvements

- **Consolidated** several suppliers into a single supplier contract
- **Improved management** reporting by ensuring that bills are submitted in required format, with details for full analysis

Procurement results

- **Achieved** sustainable savings of over 1% pa
- **Saved** time and effort required to process invoices, by reducing the annual invoice volume