



### About J6 Limited

Based in Newcastle upon Tyne, 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

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# CASE STUDY

Publishing Sector  
Annual savings of over £230,000  
Telecoms



### The brief

Newsquest is one of the UK's largest regional newspaper publishers with more than 200 newspapers, magazines and trade publications, including 17 paid-for dailies. Newsquest titles have a combined weekly circulation of 10 million and a readership of 13 million.

J6 was briefed by Head of Procurement, Matthew McTague to identify cost reduction opportunities for the telecoms estate. Whilst there was a group deal in place, Newsquest offices were using other service providers, so the entire telecoms strategy lacked visibility and control and was difficult to manage.

### Telecoms – annual savings of over £230,000

#### Procurement improvements

- **Rationalised** fixed lines by removing lines which were not required
- **Reduced** fixed line and mobile contract charge rates by consolidating several suppliers and “piggybacking” the Newsquest contract onto other J6 contracts, forming part of a £20m annual telecoms spend
- **Improved management** reporting by ensuring that bills are submitted in bespoke format, with full details of all calls
- **Streamlined** the billing process to a single bill to cut processing time
- **Introduced** Newsquest to the J6 Market Price Tracker Programme to ensure that they will always be aware of better tariffs as market conditions change

#### Procurement results

- **Achieved** sustainable annual savings of over £230,000 on the 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

*“J6 rationalised several suppliers into one single contract, and gave us complete visibility of expenditure and the ability to manage our telecoms more efficiently.*

*“With J6’s help, we have made significant sustainable savings in both time and money...the results were excellent.*

*“I would recommend J6 services to any company looking to reduce cost and improve efficiency”.*

**Matthew McTague, Head of Procurement**