

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, ElAI 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's, Port Lympne 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:

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POCHIN

CASE STUDY

Construction Sector

Telecoms



The brief

Pochin's is one of the UK's leading names in construction and development.

The Pochin's telecoms estate is complex, covering multiple sites and with a requirement to rapidly provision temporary building and development sites. J6 was briefed by the Group Finance Director to audit the entire telecoms estate and recommend cost and efficiency improvements.

Telecoms - savings of over 32%

Procurement improvements

- **Rationalised** the estate by removing fixed lines which were no longer required
- **Reduced** fixed line charge rates by consolidating suppliers and "piggybacking" the Pochin's contract onto other J6 contracts forming part of a £20m annual telecoms spend
- **Streamlined** the process for rapidly implementing new lines onto temporary sites and ensuring that lines are cancelled when the site is closed
- **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
- **Introduced** Pochin's 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** initial annual savings of 17% on the Group telecoms spend.
- **Achieved** further annual savings of 15% on the Group telecoms spend, following a subsequent review, as part of the J6 Market Price Tracker Programme.
- **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 exceptions
- **Ensured** that management are always aware of new, improved tariffs which could reduce costs further in the future

"With help from J6, we now know that we have the latest competitive telecoms tariffs for our business, plus the provisioning of lines for temporary sites is faster. We also have a robust system for ensuring that all lines are cancelled as soon as a site is closed, avoiding unnecessary ongoing costs".