



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 & Forrester, 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 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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CASE STUDY

Business Services Sector

Stationery
Telecoms
Security
Utilities
Couriers
Cleaning
Print

Repair & Maintenance
Computer Consumables

The brief

Redstone's Finance Director briefed J6 to identify cost reduction opportunities and propose an implementation plan for nine expense categories: Telecoms, Print, Utilities, Stationery, Computer Consumables, Couriers, Cleaning, Security and Repair & Maintenance.

Stationery and Consumables – savings of over £60,000

Procurement improvements

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

Procurement results

- **Achieved** savings of over £60,000 across all stationery/office supplies spend
- **Reduced** delivery costs through more efficient ordering patterns
- **Saved** time and effort required to source products and process invoices.

Telecoms – savings of over £21,000

Procurement improvements

- **Rationalised** fixed lines by removing lines which were not required.
- **Consolidated** all requirements into a single contract

Procurement results

- **Achieved** sustainable annual savings of over £21,000 on the Group telecoms spend

Although Redstone is a telecoms provider, J6 still managed to find savings which resulted from acquisitions where the telecoms estate had not been fully reviewed to identify redundant services as well as uncompetitive lines.

Couriers – savings of over £56,000

Procurement improvements

- **Reduced** number of suppliers to one
- **Retained** existing primary supplier on re-negotiated terms
- **Simplified** the process with one point of contact for all courier service requirements

Procurement results

- **Achieved** annual savings of over £56,000
- **Reduced** administration with fewer invoices

Utilities – savings of over £35,000

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** Redstone 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 £35,000
- **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



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Business Services Sector

- Stationery
- Telecoms
- Security
- Utilities
- Couriers
- Cleaning
- Print

- Repair & Maintenance
- Computer Consumables

Print & Marketing Materials – savings of over £290,000

Procurement improvements

- **Evaluated** all print requirements by size, colour, paper quality and volume
- **Consolidated** all print requirements to a single supplier
- **Streamlined** the design to print process by processing all documents electronically

Procurement results

- **Achieved** annual savings of £290,000
- **Achieved** faster order to delivery times
- **Reduced** delivery costs through more efficient ordering patterns
- **Saved** time and effort required to process invoices, by reducing the annual invoice volume

Repair & Maintenance – savings of over £126,000

Procurement improvements

- **Consolidated** suppliers from more than ten to one single service provider
- **Simplified** the process with one point of contact for all service requirements

Procurement results

- **Achieved** sustainable savings of over £126,000
- **Saved** time and effort required to process invoices, by reducing the annual invoice volume
- **Improved** service by having one contractor for the group

Cleaning & Security – savings of over £51,000

Procurement improvements

- **Consolidated** suppliers from more than ten to one single service provider
- **Simplified** the process with one point of contact for all cleaning and security service requirements

Procurement results

- **Achieved** sustainable savings of over £51,000
- **Saved** time and effort required to process invoices, by reducing the annual invoice volume
- **Improved** service by having one contractor for the group

A single supplier was selected to provide all Repair & Maintenance, Cleaning & Security services to Redstone. This provides one point of contact and low prices, as well as reducing administration.