



## Smart Supply

With effective commercial models and streamlined IT procurement tools, Computacenter can help your organisation take advantage of immediate financial savings and greater flexibility.

### Business challenge

Spending on IT can account for as much as 12 per cent of an organisation's budget. Given the significance of this spend, it is critical to maximise value for money.

With many organisations reliant on fragmented and resource-intensive processes for procuring IT products, solutions and services, achieving this goal can be difficult.

Sourcing the right technology solutions to meet the needs of your business often involves engaging with multiple suppliers, integrating with each supplier's procurement system and managing varying terms of sale. The result is complex and costly IT procurement processes, inconsistent pricing and differing commercial terms.

With the current pressure to reduce the cost of IT, organisations need to ensure maximum return on investment from new technology purchases with minimum effort. This requires an understanding of the existing assets within an organisation, broad knowledge of the IT market and access to dynamic pricing information.

### Computacenter solution

Computacenter's Smart Supply combine our buying power, technology expertise and vendor relationships with streamlined Web-based processes and flexible financial models. This will enable:

**Informed decisions:** Our Benchmarking, E-tender and E-auction services provide you with greater choice and control and better information so you can choose the most cost-effective and appropriate technology for your organisation.

**Simplified procurement:** With extensive vendor relationships, integrated online ordering facilities and a virtual product warehouse, we provide fast and consistent access to new hardware and software. More than 60 percent of all product orders we receive are processed via ecommerce routes.

**Predictable expenditure:** We offer access to a range of financial solutions from basic Leasing and Technology Finance through to Capacity on Demand and Utility Infrastructure, enabling expenditure to be spread to fit within budget requirements.

*"Computacenter assisted with our 2007 & 2008 re-fresh programmes undertaking Commercial discussions with vendors to deliver significant financial savings in both years. For 2007 Computacenter carried out an e-Auction on our behalf, while for 2008 they utilised their vendor relationship behind CC Recommends. Over the course of these refresh activities Northern Foods have saved £200 per desktop bundle."*

Neil McPaul,  
Strategic Procurement Manager,  
Northern Foods

### On our customers' agenda

These services address three core business issues facing organisations today.



Cost Reduction



Risk Avoidance



Growth /  
Business Change

# Smart Supply

## Key benefits

With various finance and utility billing models, Computacenter can provide considerable commercial flexibility to an organisation. With smarter and faster IT procurement and payment options, your organisation will benefit from:

**Cost reduction:** By consolidating spend with Computacenter, organisations can take advantage of improved commercial terms and reduce the overhead of managing multiple vendors and orders and make their IT budgets stretch further.

**Financial flexibility:** Our Smart Supply help protect your business by providing predictable costs for new technology purchases. The ability to replace capital investments with operational spend is also beneficial, helping to ease cashflow and simplify budgeting processes.

**Faster business change:** With Web-enabled procurement processes and ecommerce integration, your company will have quicker access to new technologies needed to facilitate business growth and change. Pre-provisioning through utility models also increases your ability to react to new business demands rapidly.

## Why Computacenter?

Computacenter will make your business sharper by removing cost, complexity and barriers to change. We have an open, pragmatic approach, and always provide independent advice, working with IT departments, not around them.

Computacenter serves its clients from offices and facilities across the UK, Germany, France, the Benelux countries and Spain. We also have a support centre in South Africa and a network of global partners.

With 25 years of practical IT 'know how', we will change the way you think about technology. Computacenter's services and solutions are based on the same strong values:

**Vendor independence:** Computacenter has direct relationships with more than 1,100 IT vendors and holds in excess of 200 vendor accreditations.

**Breadth and scale:** Our portfolio encompasses more than 60,000 different products. We can ship up to 20,000 items every day from our warehouse and hold up to £60 million worth of stock. This means you can fulfil all your hardware and software supply needs through a single source, and take advantage of competitive prices and informed independent advice.

**Supply chain efficiency:** We operate a virtual warehouse that provides 24x7 real-time information on the availability of products. We have the capacity to configure up to 3,000 systems a day and boast the UK's largest independent engineering force.

## What next?

To find out how Computacenter's Smart Supply service can help you, please contact your account manager or email: [enquiries@computacenter.com](mailto:enquiries@computacenter.com)