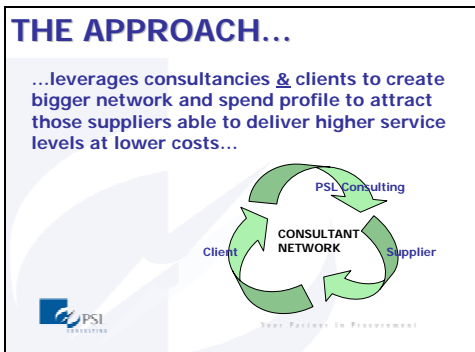


Better Buying delivers More Margin



Our added-value, profit improvement package will put more on your **bottom-line** in a year than Sales could do in three!

PSL Consulting has been leading the way in **collaborative buying** for more than fifteen years. Our new package leverages the overhead expenditure of a much bigger network of companies like yours to create a spend profile that's attracted leading suppliers, able to deliver the best service levels at much lower prices



- Unique **10.5%** match-and-rebate
- Market-leading **service levels**
- Fast set-up in some **30 categories**
- **No support charges** from PSL Consulting

Most organisations using it are now paying prices that are at least 10% lower than what they were paying before. In some cases savings have been up to **30%** With back-office, overhead spend consuming up to fifteen percent of turnover in many cases, these lower prices have contributed more than 1% to their bottom-lines

**Better
Buying**

CATEGORIES

- Catering & vending
- Cleaning & washroom
- Consumables – industrial
- Consumables – office
- Copiers & printers
- Driver training
- Energy tariffs
- Energy consumption
- FM & buildings services
- Fleet vehicles
- Hotel & venue booking
- Import/export
- Insurance
- Interior plants
- IT disaster recovery
- Laundry
- Parcels
- Pest control
- Print & marketing logistics
- Recruitment – temp & perm
- Security
- Stationery & office supplies
- Telecoms - fixed
- Telecoms - mobiles
- Travel
- Utilities
- Waste & recycling
- Workwear



PSL CONSULTING
Your Partner in Procurement

About PSL Consulting

PSL Consulting specialises in procurement and the supply-chain. Since 1994 our consulting team has been defining, developing and delivering strategic, operational and category-related solutions and services to private and public-sector organisations throughout the UK.

Our integrated and holistic solutions and services include...

- **health checks** designed to unlock improvements in strategy or operations
 - **best-value** services to help you take procurement forward
- discrete **category** support projects or a broad strategic sourcing analysis...
...including hands-on **negotiation** of specific contracts with your providers
 - our **active consultant** tool to improve in-house client relationships
- **options analysis** ranging from simple make-or-buy through to full market testing
 - advice on interpretation of **EU/WTO** rules & guidelines
 - commercial **risk** assessment & management
- senior **interims** with the skills & experience to make an immediate impact
- **completed-staff-work** training to sharpen up communications & decision-making
- practical one-day **improvement** workshops: '**A better way to buy Social Care**'
'**Contract Management**'
 - our unique **social care price & benchmarking software tool**

We have no standard approach. Instead we adapt our ideas and solutions to meet your organisational and professional procurement needs. Our value comes not just from the accumulated skills and expertise of our practitioners but also from our long and successful track record with a **wide range of clients** including...

- Carnival Cruises
- Buckinghamshire County Council
- City of Bradford Metropolitan District Council
 - Clarks Shoes
- Exeter City Council
 - Insys
- Kirklees Metropolitan Council
 - LNG Transco
- London Borough of Hillingdon
 - London Bus Services Limited
- Reigate & Banstead Borough Council

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Practical consulting advice and project management solutions
for the purchasing & supply community