

Case Study: Office & Printing Products

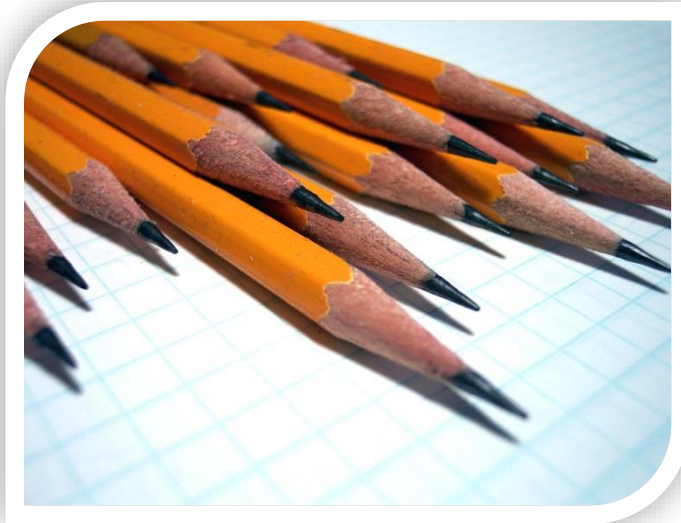
Sharpening the pencil for increased profits

Project Information:

- **Industry:** Mining
- **Category:** Office & Print Products
- **Annual Spend:** \$120'000 PA
- **Savings Implemented:** \$35'000 (15%) PA – 2 Years
- **Project Date:** July 2010 – June 2013

Our client provides integrated logistics solutions to the oil and gas, mining, chemicals and coal industries. Through a joint venture agreement, they engaged with Synergy West to review their Office Products and Print cost categories.

We changed our suppliers following the project process and were delighted to realise \$35000 in actual gross savings at the completion of the project. By changing from two suppliers to one enabled further efficiencies to their Company's operations.



Key Considerations:

- ❖ Agreed standard of product quality
- ❖ Delivery frequency
- ❖ Sound HSE policies & quality assurance
- ❖ Completeness of order
- ❖ Reliant communication system between client & suppliers
- ❖ Evidence of supplier innovation
- ❖ Desk-top ordering capability
- ❖ Like for like price comparison
- ❖ Simplified billing



Synergy West Pty Ltd is a full member of the Institute of Management Consultants. We were founded in Perth, Western Australia in 1998. We are a boutique cost management consulting company serving the needs of SME and corporate clients in Australia.

Synergy West helps top tier clients in both the public and private sector with cost management by delivering outcomes that really matter. We are about strategy and implementation. We amalgamate specialist skills in sustainable cost reduction including carbon accreditation with extensive industry experience to make a difference to the operational performance of our clients. Making a difference to our clients has helped make Synergy West grow into a leading cost management consulting practice in West Australia. Visit us at

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Office Products &

15%

improved delivery and completeness of orders including back-up service

improved ordering through electronic capability & robust operating procedures

simplified billing & reduction in costs - \$35000 savings in 24 months