Case study

CLIENT: Aspects 2
INDUSTRY: Care Home And Residential Care
COMPLETED: On-going

SUMMARY

Founded in 2004, Aspect 2 are a multi-site care home provider

Initially required a cost management review on telecommunications

Provided a range of solutions adding value to the business and their procurement strategy with additional monetary savings.

ABOUT OUR CLIENT

Aspects 2 is a highly respected residential care home and supported living group with a number of properties around Gloucestershire. They have been providing residential care services since 2004 and occupy five premises.

CLIENT REQUIREMENTS

In 2013 Aspect 2 were introduced to BCR Associates by Hazelwood Accountancy as they required an immediate solution for their telecoms usage across landlines, broadband and mobiles since their costs seemed to be escalating without their understanding why.

Aspect 2 initially wanted to review BCR Associates’ performance in this area before asking BCR Associates to take on managing other areas of essential spend to relieve internal resources.

OUR APPROACH

Our dedicated Account Managers worked closely with Aspect 2’s Director, Sharon Workman, to identify and understand the business’ essential business expenditure and contractual obligations.

It was agreed that the initial phase would focus on telecommunications, phase 2 would look at energy and water and then business and office supplies would be reviewed in phase 3. The review enabled BCR Associates to provide a concise recommendation for an effective buying strategy, relieving pressure on internal resources.

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THE PROJECT

The telecoms review in phase 1 required Aspect 2 to provide us with their relevant bills, so we could provide a full analysis and ensure accurate usage, provide pre-contractural market evaluations and assist with creating a forecast budget strategy for expenditure with a view to managing all contracts with coterminous end dates. This was done across landlines, broadband and mobiles.

The turnaround for this process was between 7 working days, with no further client participation required. BCR Associates agreed to put together a proposal outlining the recommended purchasing strategies.

THE RESULTS

BCR Associates worked closely together with our panel of preferred suppliers to negotiate and create the best telecoms solution. This included full tendering and transfer management, providing guidance and advice.

As a result we have arranged one coterminous end date for all telecoms products on one bill.

We have also achieved a 53% savings which is £1,500 per annum with no disruption to the client.

BCR Associates now manage all Aspect 2’s telecom contracts and are about to enter phase 2 to review energy and water contracts.

WHAT OUR CUSTOMER SAYS

"Following an introduction through our accountants, BCR Associates immediately undertook an audit and review of our utility costs which covered five sites. They made recommendations about where we could save money, dealt with the transfer of contracts professionally and efficiently and secured significant savings for us within a very short time.

They also identified additional future savings as our other utility contracts come up for renewal, and we have been able to use this information to more effectively manage our care services.

The BCR Associates team managed all of the paperwork, simplified some of our processes and saved us time and money on researching possible savings ourselves - and at no cost to us!

We have been extremely impressed with the service we have received and would happily recommend them to any other business looking to save money."

Sharon Workman, Director