

Optimise your **supply** chain

Case studies: cost and risk management

Member experience and testimonials

Service focus: Business supplies

We guarantee to beat your current purchase ledger spend by at least 10% for all ENSE members

Why use us?

Access to competitive rates, excellent terms and increased profit

Specialist guidance

Experience and knowledge from an industry expert

Case studies

Examples of our work including testimonials from your fellow ENSE members

Market updates

Handy insights, up-to-date regulatory news and legislative advice

Welcome to the first edition of the BCR Associates ENSE newsletter.

We hope the articles over the next few pages will help you to understand the added value our partnership brings to members and will also highlight ways that we can help to drive profitability and efficiencies throughout your business.

BCR Associates have enjoyed a prosperous relationship with ENSE and its members over the last few years and we look forward to meeting and working with many more of you over the coming months.

Alongside our core services of energy, telecommunications and insurance management, we are excited to launch our business supplies offer to ENSE members (find out more on pages 4 and 5). We guarantee a 10% saving coupled with excellent service levels and account management.

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CASE STUDY

Company name:
First Choice Group Limited

ENSE member type:
Supplier



ABOUT OUR CLIENT

Specialising in meeting the needs of the commercial catering market, the First Choice Group has been in business for 16 years and now employs over 130 people at the Midlands based premises in Cannock, Staffordshire.

Steven Robbins of First Choice Catering instigated a review with BCR Associates to address significant financial and process inefficiencies.

THE PROJECT

Kevin Turner of BCR Associates analysed the energy supplier contracts that were due for renewal, and given the number of energy suppliers currently utilised by the client, billing and administrative efficiencies were possible. This was highlighted by the multiple contract end dates in addition to some contracts running on ‘off-contract’ rates. As a result the client was being charged large sums by the energy company for being out of contract. BCR Associates’ solution would look to rectify these issues and futureproof the client ready for their move to new premises in March 2017.

WHAT OUR CLIENT SAYS

“Attracted by BCR Associates’ expertise and proven delivery of administration and contractual efficiencies, we were excited to see how they could help us.

By working collaboratively with Kevin, we revealed administrative and financial saving opportunities. Following the presentation of his full energy solution, he worked meticulously and quickly to improve our energy contracts.

Placing us on more favourable co-terminus contracts for both gas and electricity, administrative and financial costs were minimised, offering us budget certainty and more capital to invest into our core business operations.

On hand to support us and offer advice regarding our essential business spend, we continue to work closely with BCR Associates.”

John Whitehouse
 Managing Director, First Choice

THE RESULT

Successfully executing this solution, the client was not only given budget certainty to aid strategic planning, but it also removed administrative hassle; freeing up time for the client to focus on core service provision. Furthermore, the contracts were fixed at market leading rates and removed the possibility of future off-contract rates, saving the client £8,630 on their annual **electricity** spend and £5,181 on their annual **gas** spend.

CASE STUDY

Company name:
Francis Catering Equipment Limited

ENSE member type:
Distributor



WHAT OUR CLIENT SAYS

“Kevin Turner provided a first class tailored solution to our company. Kevin and his colleagues at BCR Associates became a valued member of our team, taking control of cost analysis across multiple areas of our essential business expenditure covering telecommunications, insurance and all utility bills. We will certainly continue to partner with them moving forwards.”

Neil Humphries
 Managing Director, Francis Catering

ABOUT OUR CLIENT

Francis Catering are a Midlands based designer, manufacturer and distributor of commercial catering equipment. They deal across both private and public sectors, with clients predominantly in the hospitality, education and health care sectors.

THE PROJECT

BCR Associates worked closely with Francis Catering’s board of Directors to identify and understand the business’ essential expenditure and contractual obligations. After gathering the relevant paperwork, BCR Associates carried out a full review and identified various solutions to consolidate annual expenditure. Our proposal splits into phases the actions required by our team to assist Francis Catering and takes into account their current contract landscape. Phase one of our proposal covered savings to be made in gas, electricity and telecommunications. In phase two we identified two further areas where cost savings could be made; business supplies and insurance.

THE RESULT

Using our expertise and knowledge of the catering sector we were able to reduce Francis Catering’s annual expenditure by a total of £9,279, this represents a total saving of £27,837 over a period of 3 years and a reduction in costs by over 21% for phase 1. Individual service savings were as follows;

Gas - contract was due for renewal on 1st March 2016; we have placed a new 3-year contract with their current supplier with fully fixed reduced prices and guaranteed budget certainty.

Electricity - Contract was due for immediate renewal; we have placed a new 3-year fully fixed contract significantly reducing outgoings.

Telecommunications - We identified total savings of £2,534.16 for the lines and calls however existing contracts have prevented this being put in place until later in the year. We were successfully able to immediately move 1 line, resulting in cost savings.



Interested to investigate your own business’ procurement processes?

Losing cash and worried about inefficiencies?

Become the next ENSE member to benefit from our fully managed service:

- * Full tendering and transfer management
- * Guidance and advice throughout the contract term
- * Project management
- * Risk management
- * Disaster recovery
- * All paperwork handled
- * Supplier negotiation and management
- * Direct number for your relationship manager for all managed services
- * Future renewals diarised and managed
- * Independent advice
- * Experts across all services

Contact us today to discuss your procurement options with no obligation.

As an ENSE member you will have access to essential business supplies

In addition to our core energy, telecoms and insurance management services, we also offer a broad range of business supplies. Our products, services and in-house distribution network guarantees that you'll receive an outstanding service, low costs and a 'hassle free' experience.

The benefits:

- * Online purchasing
- * Improved cash flow management
- * 95% next day delivery*
- * 10% reduction in costs guaranteed

"My focus is on improving profitability for all ENSE members which is why I can see so many synergies with the work that BCR Associates do. Kevin Turner and his team of procurement experts specialise in reducing spend on essential services and increasing efficiencies within each business that it works with. I would recommend their services to all of our members."

Bob Adams
Managing Director, ENSE



Our supply chain

We're here to provide an effective single source solution where you can consolidate your office products and services into one order. Our portfolio of services has expanded over the years to reflect the needs of our clients, so you can get everything you need in one place. And best of all we guarantee to beat current purchase ledger spend.

We offer multiple product lines and multiple suppliers, conveniently delivered on one invoice per month all visible in real-time through our online member portal.

Online purchasing

- Dynamic dashboard
- Live chat
- Order tracking
- Reporting suite
- Customer admin control
- Budgets and cost control
- Stock updates
- Authorisation levels

Improve cash flow management

Ordering your business supplies via our portal will improve profitability through smart purchasing, active tail management and budget and cost centre control.

*95% next day delivery if ordered before 4pm

We have a national logistics platform of 3 regional distribution centres and 20 local stocking points. This enables us to be exceptionally responsive to customer needs.

Reduce the impact your business has on the environment and improve your CSR

As well as utilising our logistics, our ethical trading policy ensures that everyone in the supply chain benefits from trading with us and is supported in their CSR efforts.

Maximise your business efficiency

Streamline your ordering process with the online ordering platform and tailor your account with authorisation levels, most used items and real time reporting.

Replace your multiple invoices from multiple suppliers with a single monthly invoice

Stay on top of costs and reporting with one, easy to understand, monthly invoice.



EDITORIAL

ENSE MEMBER:
Kevin Turner,
BCR Associates

SPECIALISM:
Procurement management

DISCUSSION TOPIC:
Here we look at the benefits of a savvy financial and operating strategy.

ABOUT KEVIN:
Kevin is a business owner with 30 years experience in the catering industry. Formerly Managing Director of T.T. Catering Solutions, Kevin has first hand experience of working in the industry having managed his own business which provided commercial catering kitchens to the UK's leading bar and restaurant operators.

More recently Kevin offers support to SME's through the delivery of cost and risk management services via BCR Associates. The network of consultants access a broad supplier panel and employ a highly focused approach to retaining hard earned margins when procuring essential services.

Utilising our services,
your business will
access;

- * Competitive rates
- * One point of contact
- * Excellent T&Cs
- * Industry expertise
- * 1st class service levels
- * Expert advice
- * Positivity and reliability
- * Dedicated specialist

As a young professional in the early eighties, I would often recall one of the pearls of wisdom an old colleague would share with those under his charge, "Bankruptcy never stopped anyone trading, it's insolvency that gets you!" A statement that years later would serve me well in my own business, although it's a statement that generates the most fear amongst owner/operators within a family owned/operated company, cash or lack of it to be more precise.

If you have only ever worked in a PLC and then crossed to an independent/ Ltd company environment, you'll know the stark realities of making each day a financial success, these really do hit you with a bang.

"I was very fortunate to have an understanding of how a commercial finance factoring facility could complement our business"

Know your numbers, there's no other way, not on a half yearly, quarterly, monthly or even weekly basis but know them daily. Being ahead of the game financially can prevent so many nasty surprises! Even when the end comes you are set to make the best of that unfortunate situation.

I was very fortunate to have an understanding of how a commercial finance factoring facility could complement our business, given the nature of our chosen industry.

This led us to enter into an agreement with Commercial Banking Team enabling us to position a £500k factoring arrangement. In effect, this would prevent us from running out of cash, providing we were consistently raising invoices.

Another huge benefit meant overtrading was never an issue. Receiving 80% of the invoice value within 48hrs of raising the paperwork ensured that we paid our suppliers (especially those that offered settlement/prompt paying discounts) within one to two weeks. These additional discounts helped tremendously as clients pressed harder for better deals year on year.



"factoring charges we incurred were generally covered by the discounts received from prompt payment."

We began our business with personal business borrowings of £100k, and starting with a clean slate and investing your own money first and foremost will undoubtedly deliver what your bank requires, giving you the best possible start in terms of partnership confidence.

Once your client base is the one that excites your banking partner, you can trade confidently, although some would challenge continuing with this kind of facility once you are cash strong as a business, however my thoughts are if it's not overly costing you for the convenience why change? It would be extremely difficult to maintain the prompt payment of suppliers and easily damage your hard earned reputation if the free flowing cash dries up.

**Kevin Turner
Procurement Consultant
BCR Associates**

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This process of operating, combined in the later years with interest received from company investments, meant that the factoring charges we incurred were generally covered by the discounts received from prompt payment. This further encouraged positive supplier partnerships that resulted in high volumes of consignment stock availability ready for distribution from our warehouses, these goods would be charged to our business only after we had made the sale.

This then further enabled efficient next day distribution with 'one off' sales and hugely contributed to our profitability and reputation as a 'can do' supplier.

You can often benefit from genuine promotional deals as the manufacturer/supplier understands their money is safe and want to further encourage you, with one eye clearly on their own performance targets.

Unfortunately some businesses may choose to utilise a factoring facility, entering into it with a bag full of creditors, this is a huge gamble, it will often end in tears.



Future 'need-to-knows'

Business rates 2017

Businesses across the country will be receiving their revised rates valuation letters in September/October time. BCR Associates can investigate rates fully and contest or provide advice for any business concerned, even before the letters come out. This is part of our property service which successfully negotiates lease restructures for our clients.

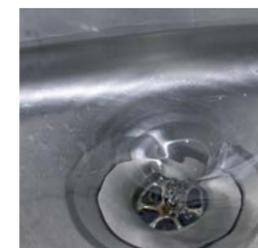
Energy legislation highlights

We are working with all clients to provide impartial advice on important changes in energy legislation in 2016. Our technical energy desk helps businesses understand and manage the effects of legislation including ESOS, EMR, MOD428, P272 and P322. For further information or to find out how you are effected please get in touch.



Water de-regulation 2017

To prepare for Water Deregulation from April 2017 and to mitigate against being charged for water consumption that is not related to your/your clients business, BCR Associates can assist with efficiency solutions, bill analysis, and AMR/logger metering. The onus will be on the billed client to investigate and contest billing, so start getting your business ready with the necessary tools now.



Our full range of services:

- Energy
- Telecoms
- Insurance
- Business Supplies
- Finance
- Vehicles
- Property
- Staff and H&S
- Water

We hope you enjoyed the first edition of the BCR Associates ENSE Newsletter. Thank you for reading!

Look out for the next edition coming soon...

BCR*
ASSOCIATES

**best
business**
AWARDS
Winner 2015
Best Small to Medium Sized Business

Corporate **INTL**
Global Awards
2014
Winner



BUILDING TRUSTED
BUSINESS RELATIONSHIPS

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Gas
Electricity
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Insurance
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Finance
HR and H&S
Vehicles
Water