



Procurement Process Focuses on Quality and Value

The Brief

With a turnover exceeding £30 million, Biotage provides medicinal and analytical chemistry solutions for a global market.

Recent acquisitions and continued expansion have resulted in a review of all procurement processes to ensure quality and value for money. Energy and telecoms costs were predictably high and needed effective management to secure the correct structures and tariffs to meet operating requirements.

The Solution

- An independent review and restructure of energy tariffs
- Identification of a more efficient and effective telecoms service to support an international sales force
- Thorough management of energy and telecoms providers to ensure the best fit with the business needs

The Benefit

- Certainty of costs thanks to the identification of optimum tariffs
- Access to market expertise and greater ease in identifying the correct energy and telecoms solutions for the business
- Reduced time and effort managing energy and telecoms suppliers

“Without market expertise, identifying real value for money solutions was difficult and time consuming. UES have solved that problem, freeing up valuable resource and effort.”

Chris Williams, Financial Controller