



# Working Together

In partnership to advise,  
deliver & support

Technology  
Services

Office Products

Compliance



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# Vision

*"To deliver consistent quality and customer experience by offering an exceptional professional service to our clients and customers whilst promoting best practice, ethics and the highest standards of conduct."*

# Mission

*"To develop a diverse, dynamic, sustainable business offering the best advice and service in an professional and friendly manner by developing a team culture focused on delivering the best customer outcomes."*

# Core Values

## Excellence

We aim to deliver excellence in all our business activities and maintain highest standards at all times.

## Integrity

We are committed to working with integrity and honesty in all our business dealings.

## Teamwork

We treat all our Clients, Customers, Stakeholders and Partners with respect promoting a spirit of teamwork in all our activities. We understand the importance of teamwork and the positive impact that it brings along with effective outcomes to benefit our customers and our business.



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## Benefits of using a Managed Business Supplies Service

Many organisations spend considerable time researching different suppliers in an effort to save their company money.

The time spent proves costly and even if a small saving is made in that instance the monetary value does not justify the effort invested.

Asdon Group can manage your account and add value at every stage of the procurement process reducing time, cost and sourcing effort.



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We have successfully provided audit and review services to our customers and on average saved our customers up to **19%** on their annual costs which in some cases equates to around **£6,000** on a 5 year procurement lifecycle if you include our copier/ managed print services in this scenario to reduce your overall running costs.

Audit  
usage

Analyze  
Results

Setup  
Stock plan

Choose  
Account

Choose  
Account





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# M.O.S. Annual Audit & Savings Report



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## Projected Savings Proposal

Based upon Historical Usage and Prices

## Report Parameters

A/C Code ASDON01  
A/C Name Asdon Group  
Our Ref SQUO035292  
Expiry Date 18/10/2018  
Reference Asdon Monthly Yearly

## Report Summary

Run Date 18/09/2018  
Run Time 09:32:42

£1009

21.4%

£46

25.6%

10

9

### Potential Saving £

Based upon an actual spend of **£4,723.80** with your current supplier.

If you accept the review your new spend with us will be **£3,714.48**

### Potential Saving %

Based on this proposal your spend on the products listed below will fall by the above percentage.

### Basket Saving £

Your Current Supplier Basket Value is **£179.14**

If you accept this proposal your new Basket Value will be **£133.32**

### Basket Saving %

Based on this proposal your Contract Basket Value will fall by the above percentage.

### Total Lines

No. of Lines in this proposal.

### Price Reductions

No. of Reduced Price items in this proposal.

Product Range	£ Actual Spend	£ New Spend	£ Saving	% Saving	% Saving	Total Lines
UNCLASSIFIED	3,437.28	2,878.56	558.72	16.25%	4	4
Files Pockets Binders	531.00	266.28	264.72	49.85%	2	2
Paper	621.12	461.76	159.36	25.66%	2	3
Books, Pads & Albums	134.40	107.88	26.52	19.73%	1	1
Total	£4,723.80	£3,714.48	£1,009.32		9	10



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## 30 Day Business Account

- ✓ Streamlined ordering to allow you to control your monthly spend
- ✓ Automated stock replenishment so you never run out of your core items
- ✓ Guaranteed price watching to ensure you are on the best price plan
- ✓ Reduce lost productivity by getting everything from one source
- ✓ Delivery throughout UK & Ireland next day delivery on thousands of products
- ✓ 220 Service delivery vans covering our extensive network
- ✓ Local Account & Customer Service Managers
- ✓ Dedicated support for special items you need to ensure you get the right advice
- ✓ Easy management of monthly order to adjust volume using our service portal
- ✓ Telephone & online ordering so you can choose what suits you best
- ✓ Quarterly review to ensure you are getting the best products and value



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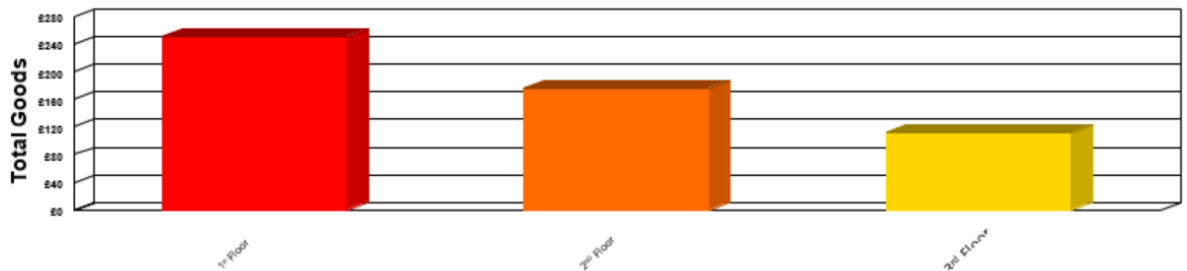
## **60 Day Premium Business Account**

- ✓ All 30 day account benefits included - plus
- ✓ Monthly reporting to track usage and spend
- ✓ 60 day payment for improved cash flow (30 days EOM)
- ✓ Consolidated monthly invoice for reduced administration
- ✓ Print Manager Software to track usage and status
- ✓ Monthly stock plan so you won't run out of your core items
- ✓ Automated payment processing facility to ensure you always receive your orders promptly

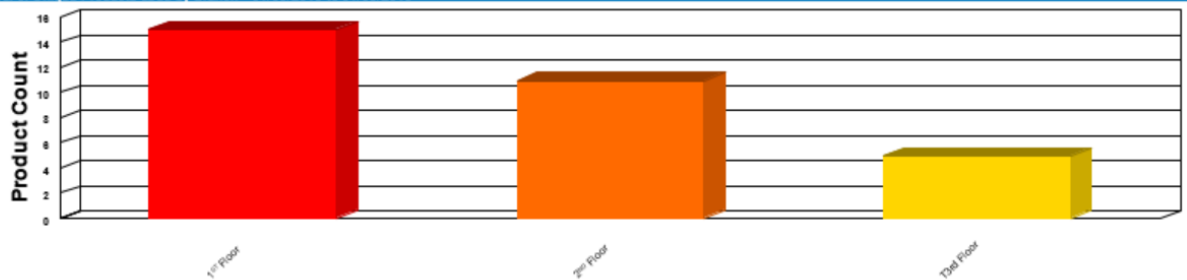




## Sample Monthly Usage and spend Report



Number of Unique Products used by Branch - 01/08/2018 to 31/08/2018



Code	Description	Product Range	Order Date	Our Ref	Your Ref	Qty	Total
ASD001 – 1st Floor							
SPDELIVERY	SP Delivery	Unclassified	13/08/2018	SORD222961	106195	1	0.00
SPLINE	SP Line	Unclassified	13/08/2018	SORD222961	106195	2	0.00
B000735	Business Lever Arch File A4 Cloud Cover	Files Pockets Binders	13/08/2018	SORD222961	106195	2	21.80
B002074	WhiteBox A4 Paper Pk500	Paper	13/08/2018	SORD222961	106195	1	11.60
SPDELIVERY	SP Delivery	Unclassified	20/08/2018	SORD223320	106196	1	0.00
SPLINE	SP Line	Unclassified	20/08/2018	SORD223320	106196	2	0.00
A000071	HP 302XL Ink Cart Bk F6U68AE	Printer/Fax/Copier Supplies	20/08/2018	SORD223320	106196	3	74.85
A000070	HP 302XL Ink Cart C/M/Y F6U67AE	Printer/Fax/Copier Supplies	20/08/2018	SORD223320	106196	3	74.85
SPDELIVERY	SP Delivery	Unclassified	23/08/2018	SORD223556		1	0.00
SPLINE	SP Line	Unclassified	23/08/2018	SORD223556		11	0.00

### Branch Summary - Sample

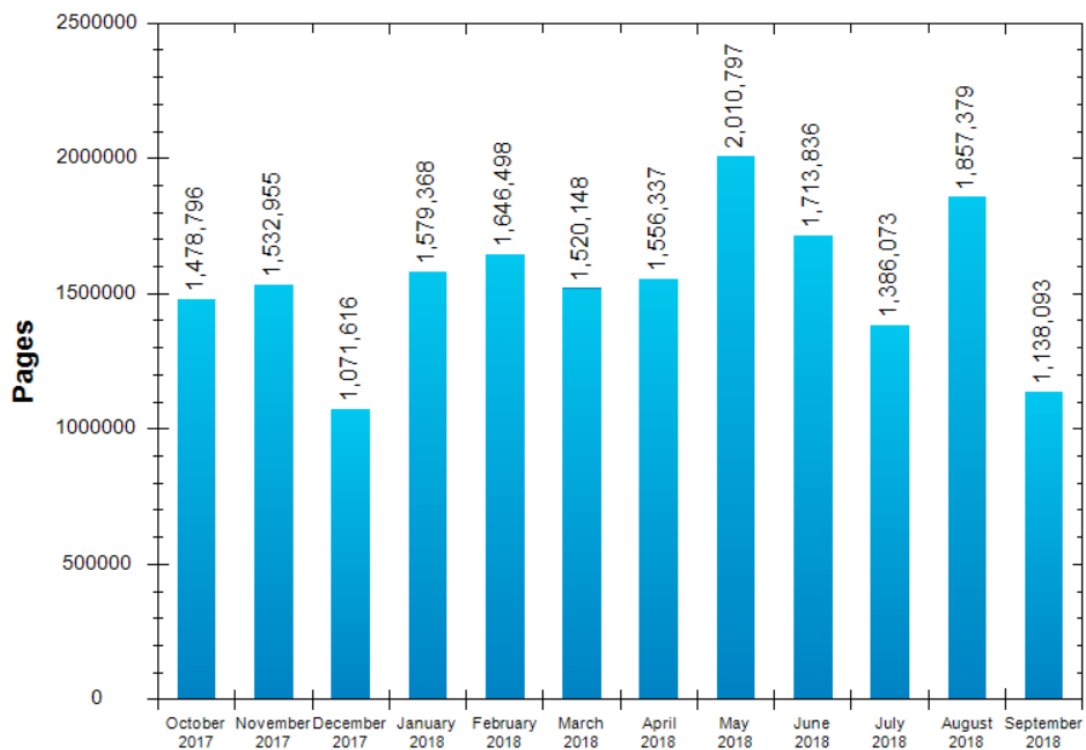
Branch Code	Branch Name	Order Lines	% Order Lines	Orders	% Orders	£Ave Order	£ Sales	% Sales
ASD001	1st Floor	21	52.50%	3	37.50%	83.71	251.13	46.50%
ASD002	2nd Floor	14	35.00%	4	50.00%	44.08	176.33	32.65%
ASD003	3rd Floor	5	12.50%	1	12.50%	112.57	112.57	20.85%
No. of Branches = 3		40		8		Nett Value =	540.03	



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# Reduce and Control your Print & Copy costs with our Print Manager tools and Managed Printing Solution

Twelve Month Volume Trend  
9/17/2018



Asdon Inhouse										
Primary Site										
3005cl	UTAX	192.0.0.132	STATIONERY SALES OFFICE	LEF5X15534	93.00 %	62.00 %	5.00 %	99.00 %	OK	
MX-2640N	SHARP	192.0.0.142	SUPPORT/SALES OFFICE	3500390700	75.00 %	75.00 %	Low	75.00 %	100.00 %	
MX-M363N	SHARP	192.0.0.147	Warehouse	0504173700	75.00 %				0.00 %	
MX-M503N	SHARP	192.0.0.143	ADMIN OFFICE	1801331300	75.00 %				0.00 %	



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**If you have any special requirements in addition to our comprehensive service offering please let us know how we can tailor our service further.**

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Training

Web  
Development

Catering  
Supplies

Corporate  
Merchandise

FM Supplies

Office Furniture  
& Interiors

Office  
Supplies

Printing  
Services

Shredding  
Services

Toners & Inks

Visual &  
Presentation

Water &  
Coffee Machines

Workwear



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