

How to unlock secret IT discounts from the supply chain

Peter Robbins
CEO

PROBRAND

The platform for efficient IT procurement

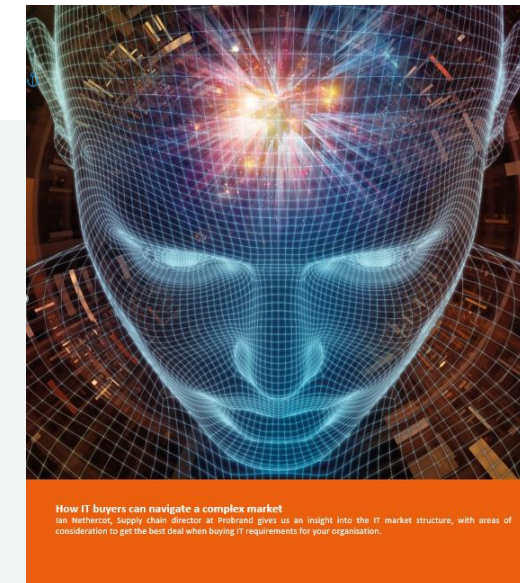
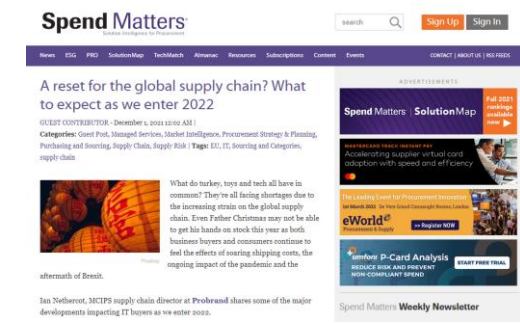
Who am I?

30+ Years
in IT Supply Chain

Poacher &
game-keeper

£50m
IT goods & services

Largest software delivery
Entitlements engine globally IBM
139 countries
£22BN in quotes
20K users a day



expressions of interest

0845 270 7097 | bp@govepps.co.uk | www.govepps.co.uk

'E'FFICIENT SAVINGS

Spend visibility has never been higher up the agenda, but controlling overheads in any organisation never mind the public sector, can be viewed as the Devil's challenge, argues Peter Robbins.

One area where technological advances are strengthening financial practitioners' 360-way of working. The technology acts as the catalyst for this positive change. A further step would be to introduce an automation management tool which process re-engineering, the implementation of a user-friendly technology can actually save time and money to directly impact on the bottom line. Such technologies will

Question?

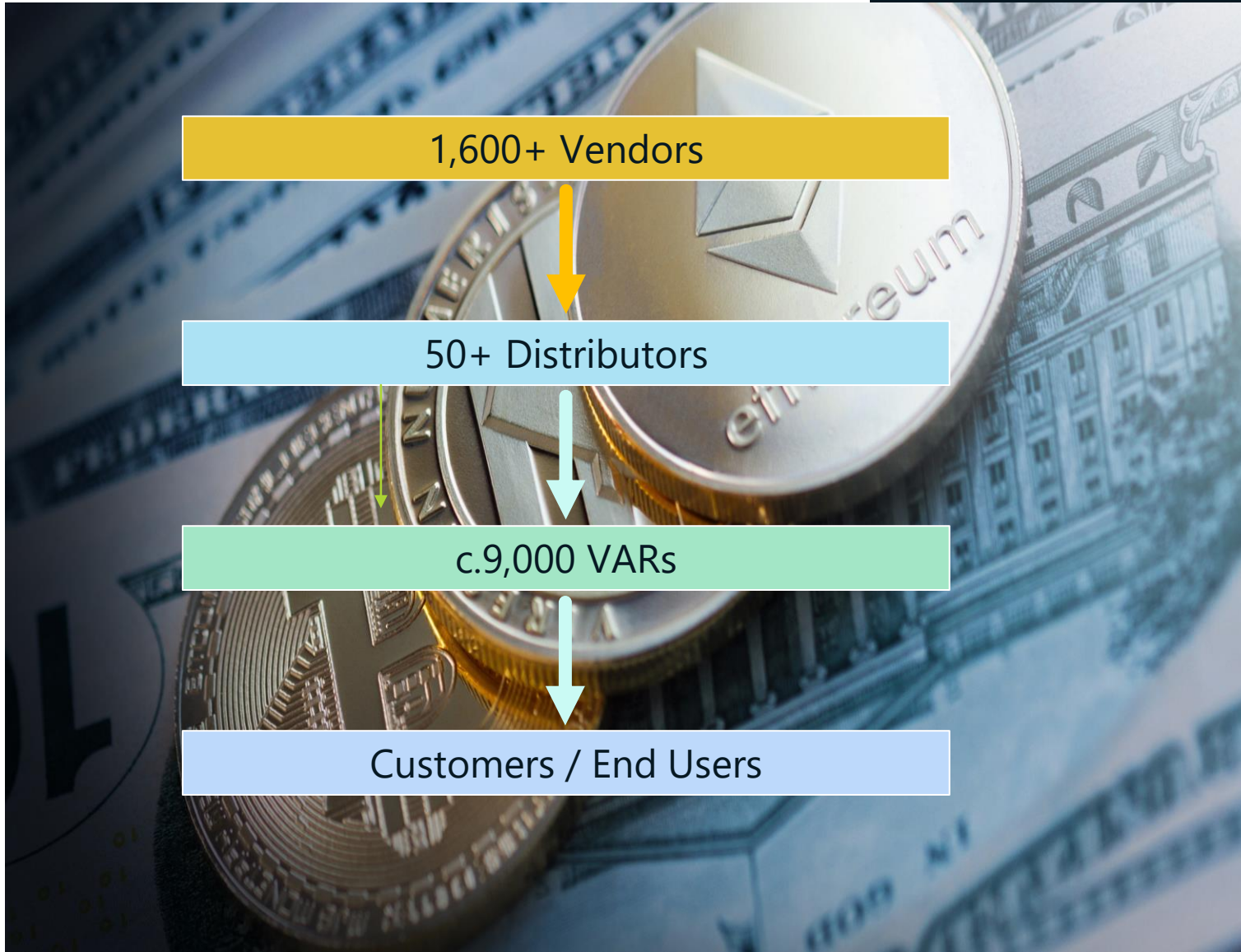
We asked ...

“Who is aware of special bids?”

⋮

- **End users - 81% don't know**
- **Vendors - 99% of these discounts never get to end user buyers**

What does the authorised IT supply chain look like?



- What about non-authorized supply chain?
- Consists of sub-distributors /brokers/reseller to reseller
- Risks - counterfeit products, grey market, lack of warranty etc
- You won't get the prices you're entitled to!

30,000 price changes a day



Price up/down by 66%



Up to 7,000 new product introductions daily



Stock movements & constraints



Volatility & Complexity

Key Impactors

Exchange rate, covid, suez pirates, inflation, material shortages, logistics squeeze, politics



Globalised & multi markets – automotive, lawnmowers, washer dryers ...



Product roadmaps



Human intervention & inefficiency at every stage



Competition and high cost of sale governs need to leverage profit at every tier

Vendor pricing strategies & entitlements

One goal – move stock through the channel in volume to you guys



FOUR
Special Bids
20-30% OFF

Extra discounts for QTY & larger projects.
Available on request/approval to all resellers. Expiry date.
Bid quantities can be increased, amended/extended easily.
Vendor often demands direct contact with customer. Pre-sales and solution.

THREE
Framework Catalogues
5-20% OFF

Pre-approved public & private sector specific discounts for single items and catalogues of multiple items for those who buy frameworks, e.g. CCS, NHS, Education. Available via approved resellers only. Not always best price ;-)

TWO
Dynamic Discounts
5-20% OFF


Based on quantity, vertical, brand v competition, model ...
All resellers get these – do they claim them, do they pass them on to you?!
Available on single purchase items and more.

ONE
Standard pricing

Starting price available to all
Usually published externally.
Starting price all resellers work from


Discount examples

PROBRAND
for Healthcare


Search the Marketplace here... 

IT Products ▾ IT Services ▾ IT Support ▾ Cloud Services ▾ Company ▾ Brands Resources ▾ Request Quote

Hewlett-Packard | 4RA87F#B19



- ✓ Support your business workteam with this compact, high-performing, colour printer, ideal for up to 10 users.
- ✓ Quickly set up your printers so you can focus more on your business.
- ✓ Get printer fleet security out of the box. Preconfigured settings mean it's ready when you are.
- ✓ Redesigned Original HP Terralet Cartridge for reduced plastic use and energy consumption when printing.



Price comparison Product Information Extended spec Documents

Personalised Pricing Comparison

Price Type	Rule Name	Last Checked	Stock	Price	Minimum Quantity
Personalised Pricing	HP Printer Deal Registration	04/03/24 08:32	100	£145.00	1

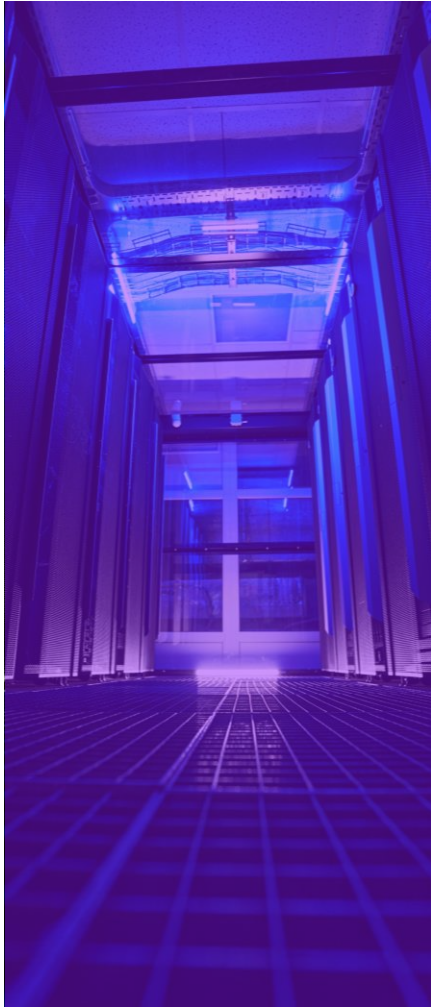
Sector Discount Price Comparison

Supplier	Price Type	Last Checked	Stock	Price
Supplier	HP NHS Sector Pricing	04/03/24 08:27	126	£168.42
Supplier	NHS Discount Pricing 44997401	04/03/24 08:27	474	£172.74

Standard Price Comparison

We compare prices across the complete UK authorised distribution chain to provide you with the best available price and stock.

Supplier	Price Type	Last Checked	Stock	Price
Supplier	Standard	04/03/24 04:58	474	£238.91
Supplier	Standard	04/03/24 06:01	126	£242.48



Tactics to secure these deals

01

Use the lingo, ask suppliers for 'special bids' up front.

02

Request 'sector' pricing catalogues in education, healthcare or public sector

03

Keep consolidating your purchases by brand, model to increase bid discount due to volume

04

Strive for greater engagement with vendors through suppliers

05

Ask if the supplier can intro you to the vendor - this gains 'special bid'

06

Always strive for price comparison to ensure entitlements are gained

07

Consider aligning to sole supplier – one big order gains bigger % discount than spreading across multiple suppliers

Go Digital!

- Insist suppliers setup special bid catalogues for you to buy from
- Integrate them into your ERP or P2P system
- Agree and implement a curated catalogue – get special bids and spend management!

Digitalisation: why procurement can't afford to fall behind

*"If you're standing
on digitalisation
already falling*

Malcolm Harrison, CIPS

*What's slowing procurement
professionals down – and how
can you release the brakes?*

**Executive
summary**

PROBRAND

SUPPLY
MANAGEMENT INSIDER

Digitalisation: why procurement can't afford to fall behind

02

Thanks for your time!

Q & A

See us on Stand

**Let's setup your
special bid catalogues
Just scan the QR >>>**



PROBRAND

peter.robbins@probrand.co.uk

marketplace.probrand.co.uk