

Procurement for Housing Members to take stock of print and design requirements.

Following last month's Office Supplies announcement, Procurement for Housing (PfH) launches its new Print Management and Design deal today. The contract has been awarded to etrinsic plc following the EU tendering process via the Official Journal of the European Union (OJEU).

The new deal represents a major improvement over the preceding offer; due mainly to PfH's increasing purchasing power and burgeoning presence in the sector. As with the Office Supplies deal, the Print Management Agreement doesn't only focus on getting the best price. etrinsic has set up a PfH dedicated account management team and they provide strict quality control, online ordering systems and a whole host of related services such as design and direct mail fulfilment.

The etrinsic offer includes cost plus – open book pricing with a fixed margin on all print jobs. Open book means total transparency – costs are broken down on every invoice and any customer can audit etrinsic at any time.

Julie Craig, PfH Director said, "This is a great deal for the sector because etrinsic score so highly in the key areas. Their transparency is particularly important because bespoke print pricing can be so difficult to evaluate. The other key areas identified by our product group were services such as – dedicated account management, online systems, delivery and quality, and its in these areas that etrinsic really excel. Its this combination of price, quality and service commitment, and the ability to deliver it throughout the UK, that won the deal for etrinsic."

Colin Davies, etrinsic Chief Executive,"We are really looking forward to working with PfH members and bringing the benefits of our purchasing experience in print management to the housing sector.

Note to Editor:

What does the Print Management and Design Services deal offer?

Transparency – etrinsic is committed to a 'cost-plus, open book' pricing policy to enable Members to identify and control prices without incurring any day-to-day involvement costs.

Cost-plus Policy - A fixed margin cost has been applied for the life of the Agreement on all supplied products.

Open Book Pricing Policy – This reveals all of etrinsic's purchase cost for the product.

Competitive Prices - Transparency demonstrates that Members are receiving the most competitive prices at any point in time. etrinsic has demonstrated hard cost savings from 10% to 30% for its customers.

Quality – etrinsic is committed to continuous improvement and operates in an environment of process control, in order to monitor its Suppliers' adherence to checks and procedures, designed to achieve quality results every time. All of our suppliers are either ISO 9000 accredited or working towards accreditation.

Delivery – Next day delivery is available for call-off stocked print.

Dedicated Customer Service and Account Management –etrinsic has put in place resources that are dedicated to PfH and its Members, ensuring prompt service from people that are familiar with you and your organisation.

Online systems – A user-friendly system that aims to make quotations, ordering, and job tracking easy, efficient and cost effective via its secure online systems.

Studio/Artwork – etrinsic has an in-house studio that stores every single job giving total control and ensuring that Members have the comfort of ownership and ease of access.

Design – etrinsic has full in-house design and creative facilities, allowing for simple amends/design or even a complete brief for creativity.

etrinsic plc

Based in Shirley, Solihull, etrinsic was recently ranked among the UK's top ten print management companies and was a winner in the 2003 Birmingham Post Business Awards. The company is at the forefront of developments in web-based print management systems including on-line ordering and information reporting.

Procurement for Housing

PfH is the only national procurement organisation dedicated to the needs of the housing sector. Following a successful two-year pilot, the National Housing Federation, Chartered Institute of Housing and HouseMark officially launched it in March 2004. The Housing Corporation and the ODPM also support PfH.

PfH has been created as an essential business tool to generate substantial savings by harnessing the collective purchasing power of housing organisations. By reducing procurement costs, organisations can reinvest resources in front-line services, decent homes and vibrant neighbourhoods.

PfH currently has 108+ Members collectively managing over 840,000 properties, making PfH's purchasing power unparalleled in the sector. The consortium provides services in the following product areas: Offices Supplies; Print Management; Communications Services (Landline, Data and Mobile); Energy Management, and will soon be launching services in the following areas: Personal Computers; Photocopying Equipment and Services; Materials, Repairs & Maintenance; Office and Scheme furniture; Janitorial Supplies; Work Wear & Personal Protective Equipment; Vehicle Leasing; Insurance/Financial Services.

PfH Membership

Any social housing organisation (including Housing Associations, LSVTs, ALMOs, and Local Authorities) can become a Member of Procurement for Housing by paying a small refundable fee based on the number of housing units they manage. The fee is rebateable against purchases made through the scheme. HouseMark subscribers are eligible for free Membership.

Management of PfH

Procurement for Housing (PfH) is managed by specialist contractor Collective Enterprises Limited (CEL) – selected following an open tendering procedure through the Official Journal of the European Union. CEL has significant experience of collective purchasing in both the public and private sectors. The quality of the contractor's work is monitored and assured by HouseMark – the performance improvement subsidiary of the Chartered Institute of Housing. Further information can be obtained by visiting the website at www.procurementforhousing.co.uk

**For media enquiries, interview opportunities or images,
please contact: Andrew Clough, Procurement for Housing Sales & Marketing Manager
Tel: 01457 891906
E mail: aclough@cel.co.uk
Web: www.procurementforhousing.co.uk**