

PRESS RELEASE

Mon 08 November 2004

New PfH Office Supplies deal to save up to £3million for the housing sector.

Following an extremely competitive tendering process, PfH is delighted to announce that Office Depot has been awarded the Contract to provide Office Supplies to PfH Members. The new deal is set to save Members approximately 30% more than the previous deal, which represents a great success for the consortium.

The Office Supplies agreement was awarded on an extremely competitive commercial proposition, which was underpinned by defined service levels' and it had to beat some excellent Tenders from the other major suppliers in the market. The level of competition for the contract is great news for PfH Members and it bodes well for future deals and the long-term success of the consortium.

Julie Craig, PfH Director said *"When you consider that the value of the contract is estimated at £10 million, the 30% improvement in savings we have made with this deal is worth about £3 million. That's £3 million that the sector can reinvest in frontline services. But it's not just about cost savings. Office Depot has been awarded the contract because it meets other important criteria including quality, service levels, delivery, invoicing, environmental issues, health and safety and equality and diversity."*

Tony Bennett, Office Depot General Manager said: *"We are delighted to have been awarded the contract, which is the culmination of a successful pilot project between Office Depot and PfH over the past 30 months. We look forward to developing our partnership with PfH with the over-riding objective of delivering sustainable cost savings for its members and are committed to providing the best possible service through our considerable expertise in public sector supply."*

PfH has awarded Office Depot the Office Supplies Contract for a period of three years (to a maximum of four years) and will be conducting external benchmarking exercises to ensure that the deal remains competitive throughout its duration. Members that decide to use the Office Supplies deal can be assured that they are not tied into any long-term contracts, and need only to utilise the contract for as long as it remains economically advantageous to do so.

Office Depot has been PfH's Office Supplies provider since the launch of the Network Procurement pilot scheme in 2002 and has established an excellent reputation amongst Members. Members that already use Office Depot will automatically be transferred to the new deal and will immediately benefit from the new pricing.

The Office Supplies Contract is the first in a range of new deals that PfH is launching over the next twelve months. For more information about these deals and how to become a PfH Member, contact the PfH team at: info@procurementforhousing.co.uk or call us on 01457 891906.

Note to Editor:

The PfH Office Supplies deal

Savings - Contract products will cost approximately 30% less than the previous deal.

Quality – Office Depot is ISO9001: 2000 accredited and its quality processes are constantly reviewed to ensure continuous improvement.

Environmental responsibility – Office Depot is committed to environmental stewardship and to delivering market leading environmental solutions as part of its contribution to global sustainability.

Delivery – Office Depot has an integrated nationwide network of offices and distribution centres providing local service and employing local people. Next day delivery is guaranteed, ensuring that you get attention that's personal and local. Desktop delivery can be made direct to order points around your premises.

Dedicated Customer Service – Office Depot is able to employ staff and resources that are dedicated to PfH and its Members due to the size of the consortium. This ensures that you will always receive prompt service from people that are familiar with you and your organisation.

Online ordering – A user-friendly system that aims to make ordering easy, efficient and cost effective. Every individual that purchases Office Supplies can be set up with a unique user profile for secure online ordering. Free training can be provided.

Invoicing – Office Depot already operates with PfH's Central Billing system and has the flexibility to work with housing organisations to personalise invoices, order coding and user profiles.

Management Information – Office Depot has excellent reporting capabilities providing access to accurate usage information that you will find invaluable.

Bespoke PfH Office Supplies Catalogue – every Member will receive Office Depot's catalogue, which will be produced specifically for PfH Members in the New Year.

Office Depot

Office Depot is the World's leading supplier of office products with a proven track record within the public sector. Its major clients also include the National Health Service, the Home Office, the Inland Revenue and the DSS. The company has a UK wide delivery network and a fleet of over 300 vehicles. Office Depot also operates one of the most advanced online ordering systems in the industry.

Office Depot offers its leading own-brand product range 'Niceday', a broad range of proprietary brands from Avery to Zebra and a wide range of environmental products to satisfy Green Audit requirements.

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 91+ Members collectively managing over 720,000 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,
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