

## Case Study: Severn Vale Housing Society

Through working with BSA over a couple of years, Severn Vale Housing (SVHS) have been impressed with the level of financial improvements available by adopting a “value for money” culture and taking a strategic approach to external expenditure including (i) implementing a procurement strategy with clearly documented procedures and supporting training (ii) reviewing and renegotiating supply contracts and (iii) making use of BSA Buying Group’s supply contracts. In just one year, with a total spend of £12m, they netted a £400k benefit. Examples of the savings made include procurement of cleaning services (£20k), asbestos removal services (£25k), vehicles (£19k), and lift contracts (£40k).



*“All of the changes have been about doing things properly and cleverly. It has taken 3 years of hard work to get us here, but we are now better informed and have robust procurement practices. People now treat the money that they spend at work as carefully as their own, and actively look for ‘value for money’. But we wouldn’t have achieved any of this without the expertise of the BSA – they worked collaboratively with us and I see them as part of my team.*

Tim Knight, Chief Executive, Severn Vale Housing Society

UP TO **58%**  
**SAVINGS**



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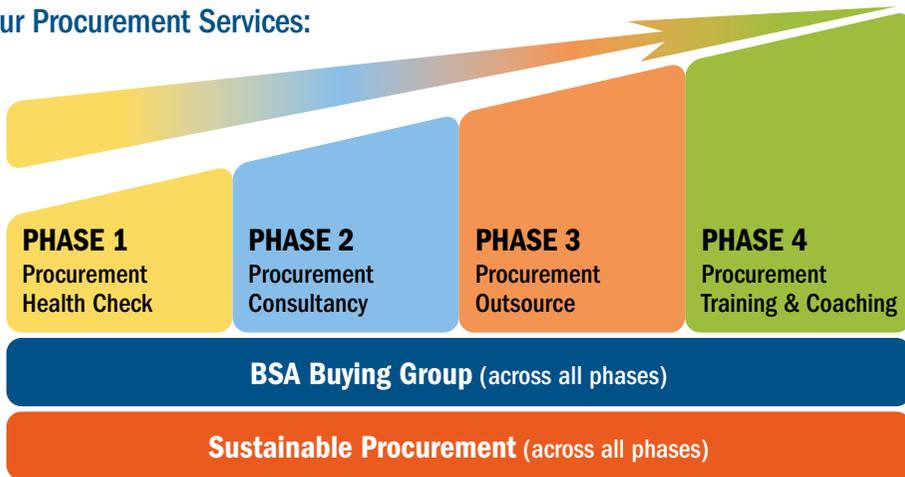
# How is your Procurement function doing?

Save time,  
free up  
funds

We understand your ongoing challenge of securing adequate funding to build and maintain social housing. It is therefore critical that you can demonstrate to stakeholders that you have control over procurement costs, supply risks are being mitigated and robust governance is in place. How confident are you that your procurement is fit for purpose for the challenges ahead?

Buying Support Agency (BSA) have a team of procurement specialists who have delivered impressive return on investment at many housing associations across the UK. Our role is to independently review existing procurement practices and to identify areas where you can unlock significant cost and efficiency savings. But as well as advising, we can also roll up our sleeves and deliver significant cost savings as part of your team.

## Our Procurement Services:



- Procurement Health Check** – an audit of your procurement function with action plan for future improvement;
- Procurement Consultancy** – Strategy development, achieving process efficiencies, specific cost categories reviews;
- Procurement Outsourcing** – we can deliver tenders and manage contracts on your behalf on a flexible retainer basis;
- Procurement Training & Coaching** – transferring knowledge to your staff;

- BSA Buying Group** – up to 58% cost savings across 24 indirect cost categories, freeing up your staff to focus on your core supply chains;
- Sustainable Procurement** – we can help you green up your supply chains through advice, training and via our Eco Shop, GreenBuying.co.uk

# Join the BSA Buying Group

Joining BSA Buying Group delivers quick cost savings (up to 58%) and frees your staff to focus on more critical supply chains.

Cost categories covered include...



Gas and Electricity



Telecoms



Stationery



Business Rates



IT Support



Waste Recycling



Professional Services



Parcel Courier Services



Expenses Management



Document Mail Solutions



Travel Booking



Photocopiers & Archiving



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Life and Health Cover



Workwear



Cleaning Supplies



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