

WHAT MAKES US DIFFERENT

We focus on Ongoing Value, not just short term Price Cuts

What makes us different is that we are constantly monitoring and challenging supplier performance to ensure that value is not eroded over time. We communicate this performance information to our Members and encourage feedback on supplier service. This is the only way to optimise value for money. We stay with you, maintaining value for your company over time.

The once-only joining fee of £495 + VAT is completely waived for all consultancy/training clients and for all members of our partner trade associations.

We earn a small fee from the suppliers but importantly are not tied to any one provider, thus remaining independent. The competing suppliers are chosen after thorough audits and only remain partners by demonstrating ongoing value and service excellence. They are all capable of delivering throughout the UK.

Ultimately we recognise that you will only stay if you receive significant initial cost savings and ongoing value. We are confident that you will enjoy these benefits, so much so that we won't lock you into the BSA Consortium. You are free to leave at anytime without penalty charges.

FAQs

What do I gain?

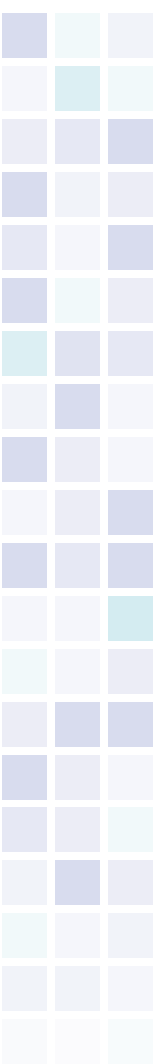
- Significant unit price reduction (typically between 10-35%);
- Peace of mind that the suppliers are of good quality with high customer service ethos;
- Reassurance that the suppliers' performances are being constantly monitored and managed over the long term;
- More time to focus on managing the higher level spend and risk areas, of more critical importance to your business.

What do I lose?

- The hassle of having to constantly check prices across a wide range of supplies and suppliers in non-core areas of spend;
- The complexities of managing your own supply chain - i.e. administration and communication.

What stays the same?

- You still retain control of ordering direct to the supplier;
- You still receive the invoices from and make payments to the suppliers;



- You still maintain direct contact with suppliers on a day-to-day basis.

What other benefits will I receive?

- Value Benchmark
- Presentation of Benchmarking Findings
- Value Negotiation with Suppliers
- Contract Management
- Supplier Performance Monitoring
- Regular Supplier Performance Review Meetings

How are these benefits achieved and how do we benefit?

The BSA Consortium works with strategic supply partners (three per category to ensure on-going competitiveness) and through our purchasing power are able to secure significant price deals for you. Our supply partners pay us a small fee which covers our time and resources in ensuring that you obtain great value not just at the outset but over the long term.

How confident are you that you can achieve savings for us?

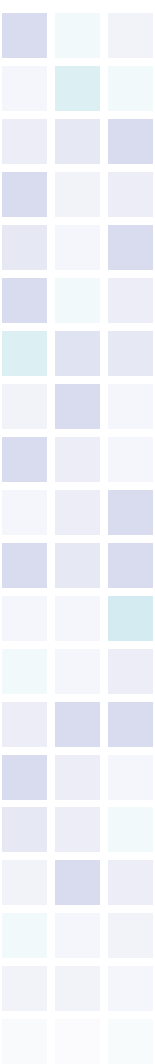
Very confident. Experience shows us that individual companies will always have limited buying power and that the only way they can break through this ceiling and start to enjoy big company prices is by joining a Buying Group. The acid test is to try us out, without obligation. Let us prove to you that we can deliver significant cost savings before you decide to join the Buying Group. We work to ensure that the prices and overall value that we are achieving for our clients are genuinely best-in-class, not just today but over the long term.

Are we locked in to a contract if we join, and are there penalty charges if we leave?

We won't lock you into any contract. The only exception is Utilities where you will ultimately need to sign a time-based contract with the energy supplier. Nor will we impose a supplier on you that you don't like - we always recommend that you meet with the proposed supplier before you place orders, and only place orders if you are happy with them. If at any time you choose to remove yourself from the BSA Consortium, or simply want to move to an alternative supplier, there is no impediment or penalty charge attached.

What are the long term benefits of belonging to the BSA Consortium ?

The overall objective of the BSA Consortium is to REDUCE your total costs of supply. That means we will resist all price increases on your behalf, and will constantly push our suppliers to offer you more value at the same or lower prices. If the suppliers are unable to demonstrate this over time (though we are confident that they will), we will proactively consider alternative partners. In short, we will do all that you would have done had you managed the categories yourself, to ensure increased value. Periodic benchmarking of BSA Consortium prices and service levels will also ensure that you obtain the very best deals over



the long term.

Given that you receive a fee from suppliers, what incentive does the BSA Consortium have to keep downward pressure on prices?

Because having delighted clients brings greater rewards than a small extra supplier fee! So we actively push suppliers to offer lower priced products and services (if appropriate). We want to demonstrate value to you over the short and long term. As procurement specialists, we are passionate in our belief that the key to real value growth is in having a Continuous Improvement strategy. Thus we want to work with you and the supply base over time to continually challenge processes. This extra benefit is something not typically offered by Cost Reduction service providers and this is what makes the BSA Consortium different.

How do I know that the suppliers will always deliver a quality service?

A high proportion of our resources are dedicated to analysing the marketplace to ensure that we are partnering with the right organisations. We look for companies with strong financial positions and a long history of delivering high value for money to its existing client base. They also need to share the vision of the BSA Consortium. This includes performance measurement and a desire to improve customer service. Once we have found the right potential partner, we put them through a rigorous tendering and evaluation process using our procurement auditing expertise. We validate their product and service quality, their fitness for purpose, their price competitiveness and ethical behaviour. Only then are they deemed to be true partners of the BSA Consortium. This assessment is ongoing to ensure that suppliers are constantly challenged to deliver best value. It is also important to remember that at no time are you obligated to use the proposed suppliers - indeed we recommend that the suppliers visit you first to provide reassurance about their quality and capabilities before you decide to start placing orders.

What happens if I have a complaint about a supplier's performance?

If this happens we can investigate further - this is an additional benefit of joining the BSA Consortium. You can contact us either by emailing us at **info@buyingsupport.co.uk** or by telephoning us on **0845 555 3344** during office hours. We also welcome comments and feedback to add to our supplier reviews - this helps us in our strategy of continuous improvement.

