



Case Study

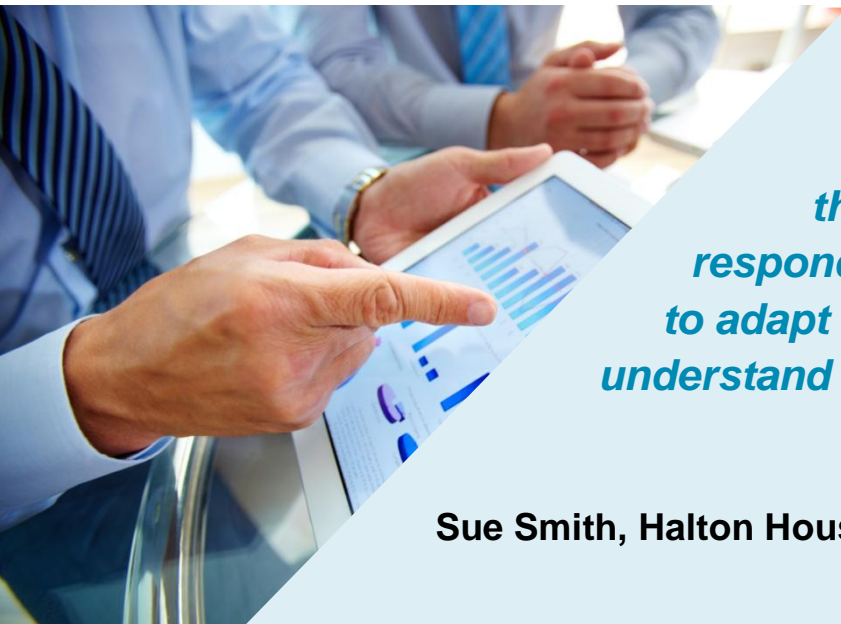
Halton Housing

Outsourced Procurement

Outsourced procurement model

Our outsourced procurement model is a holistic and collaborative approach to procurement. This method proves more cost effective and efficient for the client than hiring procurement staff internally or using consultancies on a project by project basis. Clients have access to a team of highly skilled procurement specialists on hand for advice through a combination of scheduled onsite time, telephone support and regular surgery days. To date we have always saved our outsourced procurement clients more than the cost of the service.

Cirrus has provided an outsourced procurement service to Halton Housing since 2011. As part of this contract, we are responsible for managing all of their procurement activity.



“

The team are knowledgeable, thorough in their approach, quick to respond, approachable and always willing to adapt to the needs of our business. They understand us, challenge us and work with us.

”

Sue Smith, Halton Housing Director of Finance and Assurance

**TENDERED
OVER £62M**

**+400%
SAVINGS
AGAINST
FEES**

**UPPER
QUARTILE ON
BENCHMARKED
CONTRACTS**

The Cirrus team manage all aspects of procurement on behalf of Halton Housing. An important feature of the outsourced procurement service is that it is tailored to meet individual client needs, however typical activities for Halton Housing include:

- ▶ Management of tenders in compliance with the UK Public Contracts Regulations 2015 (tendered over £62m)
- ▶ Drafting procurement policy and strategy documents
- ▶ Regular surgery days and fortnightly meetings with the Director of Finance
- ▶ Assessment and improvement of procurement processes
- ▶ Benchmarking prices
- ▶ Achieving cost savings (+400% savings against fees)
- ▶ Supplier analysis and spot checks
- ▶ Supplier rationalisation
- ▶ Procurement training for internal staff

“

[Cirrus] have assisted us with procurement activities that span across our business such as EU tender activities, setting up frameworks, mini tenders, staff training and policy advice. We have always received excellent service and sound advice.

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Sue Smith, Halton Housing Director of Finance and Assurance

Halton Housing was subject to a procurement audit in 2016 where the auditors highlighted that an area of good practice was utilising Cirrus as its outsourced procurement team. This, paired with our longstanding partnership demonstrates the success of the service.

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The success of the contract is down to the close working relationship built up between both parties. It has been a pleasure working with Sue and the team over the many years of the contract and I hope this relationship can continue to thrive for many more!

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Mike Munro,
Procurement Consultant, Cirrus Purchasing

**8 YEAR +
PARTNERSHIP**