

# Full refresh of laptop & desktop estate

Client: DTZ

At a Glance	The Business Challenge
<ul style="list-style-type: none"><li>- £426k saved (18%) over existing annual cost</li><li>- <b>Full</b> estate refresh with better kit</li><li>- Enhanced contract with co-termination and better lease</li></ul>	DTZ had a disparate estate of laptops and desktops, including those from an acquisition. The business required a standardised, higher spec platform to enable a new suite of applications and to enable hot-desking.

## Benefits & Results

- Laptop price was previously Dell's floating daily price, now agreed for the duration of the contract
- Benchmarking built in: if the IDC benchmark price falls beneath the Dell unit price, Dell must reduce their cost to match
- Standardised PC image and deployment included within pricing and contract
- Hot desking business case worth >£100k per annum in office space / no desktop move costs
- New platform to support Vista and SAP rollout

## Approach and Methods

Our consultant rapidly captured DTZ's requirements and their scoring criteria. We facilitated a market tender to the main manufacturers, including kit samples for a user group to assess. We facilitated the evaluation and scoring phases, to arrive at an agreed quality score for each vendor. We then undertook all price negotiations, using a reverse internet auction tool to ensure fair market pricing and foster competition amongst the bidders.

We then contractualised all pricing and negotiated all points in the lease agreement, to ensure DTZ gained a fair deal which protected their interests.

All associated costs around imaging, deployment, storage and removal were included in the pricing, such that there were no nasty surprises.

## Final Words

Support from Turnstone assures you to gain the best commercial deal, with our experienced, CIPS qualified procurement consultants, who have run countless IT tendering and negotiation exercises. Progress is also accelerated, through the use of our model requirements documents from which your team can pick and choose, rather than starting with a blank sheet of paper.

If you would like to hear more about how we may support your team, please contact us.

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