



## HW & SW Reseller Consolidation

Client: The Economist Group

Industry: media

### At a Glance

- 9% reduction in cost
- Vendors consolidated from 8 to 2
- Better contractual terms

### Client Challenge

The Economist Group is the leading source of analysis on international business and world affairs, through newspapers and magazines, conferences and electronic services.

The client had naturally evolved to a situation where several IT vendors were providing overlapping services.

A consolidation exercise was required to both streamline the supplier base and to formalise supplier contracts to assure service quality. The client had limited internal resources available for the project.

### Solution

Turnstone were deployed to run a tender process on the client's behalf. The team of experts supplied the following services:

- Provision of a template requirements structure, for ease of data gathering
- Negotiation of all requirements into the end contracts – both technical and commercial elements
- Focus on future as well as immediate cost savings

### Outcomes

**Cost savings:** 9% reduction in the mark-up costs

#### Commercial benefits

- Two preferred suppliers to manage, down from eight
- Defined Service Levels and Account Management, ensuring supplier accountability
- Enhanced contract terms

This was achieved without business disruption, enabling the client team to stay focused on BAU.