

BACKGROUND

Founded in 2003 the Cardinal Group is one of the leading innovators in the security industry providing customers with both security solutions and security personnel.

The Cardinal Group has six divisions, one of which is Cardinal Security. Cardinal Security was also formed in 2003 and is a privately owned company delivering dynamic and innovative security solutions throughout the UK. Cardinal Security is an Approved SIA Contractor classed by the SIA as one of the top 5% of all UK security providers. Cardinal Security provides clients with security officers that have been trained in specialist areas required by industry or for the company's specific policies.

A MOBILE WORKFORCE

With a highly mobile workforce, Cardinal runs a fleet of about 30 cars and vans for its area managers and security officers. Cardinal places great emphasis on ensuring that its vehicle fleet management policy delivers exceptional service for its employees as well as value for money. After five years with its incumbent contract hire supplier, Cardinal felt that it was becoming complacent. Therefore Cardinal decided that it was time to review the service, delivery and cost of its vehicle fleet management. At the time it was deemed quite complicated to change suppliers especially as Cardinal did not have in-house fleet management expertise and the decision was taken to hire external help and they called upon independent procurement specialists, Neil Birkbeck Procurement to undertake a tender exercise on its behalf.

BUNDLED ONLINE TENDERING

Neil Birkbeck Procurement regularly runs bundled online tendering of vehicle supply for both large and small fleet requirements for various customers. Major leasing companies and vehicle manufacturers get involved in these bids and as a result customers benefit not only from cost savings but also an enhanced service, specialist advice and greater visibility. They undertook the majority of the leg work for Cardinal that supported key decisions around fleet management and facilitated the e-tender process from start to finish. In the first instance, Neil Birkbeck Procurement reviewed Cardinal's fleet management requirements and Cardinal provided a vehicle list with the services required and individual specifications. Then they established a list of potential suppliers, preparing the online pre-qualification questionnaire. Suppliers were invited to submit their best price through an online tender. Following this Neil Birkbeck Procurement produced a confidential report with all the supplier results and recommendations enabling Cardinal to make an informed decision.

Jason Trigg, CEO of Cardinal Group comments: "Neil Birkbeck Procurement has done an excellent job supporting Cardinal Security on our fleet management procurement project. We felt there was a need for a change as we sensed our incumbent supplier was getting more and more expensive. We asked them to run the project for us and they did all the leg work. Regular communication meant we fully understood where they were up to in the process and we were able to make all the key decisions. Neil Birkbeck

PROCURING THE BEST RATE FOR CARDINAL SECURITY



cardinal group
UNDERSTANDING SECURITY

Procurement ran a very professional tender, highlighting areas that not only improved our pricing but also our cash flow. Their knowledge in this area was extremely helpful."

SIGNIFICANT SAVINGS

Having run the online fleet management tender, Neil Birkbeck Procurement was able to provide the following benefits to Cardinal Security:

- 8% saving on like for like rates (12% with vehicle change)
- An improved payment profile with a first year cash flow saving of £17,000
- A reduction in excess mileage charges from 8 pence per mile to 3 pence per mile

Jason Trigg concludes: "At the end of the process we were presented with a choice of vehicles and suppliers and Neil Birkbeck Procurement delivered a saving in excess of 12%. We were also confident that they were independent and were 100 percent focused on delivering a good result for Cardinal Security. From the first meeting with Neil Birkbeck Procurement when we agreed on the project to discussing the results and choosing a supplier took only 6 weeks."

Get in touch...

For more information please contact Neil Birkbeck Procurement on

T: +44 (0)1256 688758
M: +44 (0)77697 27364
neil@neilbirkbeckltd.co.uk