

Office Supplies & The Public Sector

Traditionally the public sector has embraced the “Nobody got sacked for choosing IBM” philosophy and tended to only consider the usual ‘big-boy’ conglomerates of the office supplies world.

However, with the increasing pressure on the finances of the public sector more and more organisations are realising real savings by looking at their procurement process and recognising that big is not always best.....after all Goliath lost !

Real savings can be made by.....

- Working with proper RRP’s not ones inflated to make % discounts look attractive
- Working with the supplier to achieve a 90% core list use, rather than the supplier working towards a 40% non-core target !
- Having a supplier working with you to achieve reduced usage targets

Organisations who identify that there is real commercial sense in changing from the usual suspects also suddenly find that they are benefiting not just from a financial perspective, but also start enjoying better service levels, dealing with people rather than centres and becoming important rather than just another account.

So....maybe somebody should have got sacked for choosing IBM !



Bates Office – Have The Pedigree

Bates Office are one of the UK’s leading independent office supplies companies.....what does this mean ?

It means Bates Office are big enough to cope with public sector contracts (look at some of our customers below) whilst still being able to offer a personal level of service, from people in customer services who know your account to drivers who go out of their way to meet your delivery requirements.

Bates Office are very flexible, able to adapt its service offering to both add value and fit with the requirements of its’ customers own infrastructure.

All of our public sector customers have reported real cost savings when switching to Bates Office, whilst also reporting a better service and better understanding of what they are buying.

Some of Our Public Sector Customers

