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Customer success story

City of Helsinki

Finland's largest procurement  
of multifunction devices



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## City of Helsinki completes Finland's largest procurement of multifunction devices

**The Procurement and Tendering Unit of the City of Helsinki is responsible for the preparation and tendering for joint procurements and separate procurements for the central administration. The unit's tasks also include management of joint procurement agreements and the development and directing of the City's procurement services, as well as prevention of the grey economy.**

The City of Helsinki has had a number of different agreements for multifunction devices and related services. Consequently, the City's various units have purchased devices at different times.

"The fact that different contracts ended at different times was seen to be a challenge from the perspective of new equipment purchases, as the devices had to be reviewed each year in the various units", tells Service Manager Harri Kostio from the City of Helsinki's Procurement and Tendering Unit.

### **The goal is to achieve a common city agreement and volume benefits**

The agreements for multifunction devices was renewed in such a way that all the City sectors could utilise the same joint procurement agreement. The planning for the tendering process also needed to take into consideration the transformation of the City of Helsinki management system into the sector model.

"As the agreement concerned a large number of multifunction devices, we wanted to achieve as good a volume benefit as possible", adds Harri Kostio.

The procurement was prepared and implemented using Cloudia Sourcing. In order to ensure the best possible prices, Cloudia's online auction site was also used.

### **The outcome was a saving of approximately 50%**

Thanks to the volume benefits provided by contract merging and the auction site, almost all service classes that had been put out to tender, brought about an approximate saving of 50% compared to earlier contracts. Copy prices also dropped in larger service classes.

"In addition to this significant price-saving, renewing these devices in the future is much clearer, as the renewals can be done in a single instance", Harri Kostio concludes.

**Helsinki**



Harri Kostio  
City of Helsinki

Contact us and build  
together a success story for  
your business!

**Cloudia Ltd**  
sales@cloudia.com  
+358 20 766 1071