

Finland's largest procurement of multifunction devices

Customer Success Story - City of Helsinki

City of Helsinki completes Finland's largest procurement of office 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 units' 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 contracts for office 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 the new equipment purchases, as the devices had to be reviewed each year in the various units", tells Service Manager **Harry Kostio** from the City of Helsinki's Procurement and Tendering unit.

The goal is to achieve a citywide agreement and volume benefits

The agreements for the office multifunction devices was renewed in such a way that all the City sectors could utilize the same joint procurement agreement. At the same time, the management system in the City of Helsinki, was being changed into the sector model, which had to be taken into consideration when planning for the tendering process.

"As the agreement concerned a large number of the office multifunction devices, we wanted to achieve as good a volume benefits as possible."

The Procurement was prepared and implemented using Cloudia Sourcing. In order to ensure the best possible prices, Cloudia's electronic auction feature was also used.

The outcome was a saving of approximately 50%

Thanks to the volume benefits provided by contract merging and the Cloudia's electronic auction feature, almost all service classes that had been put out to tender brought about an approximate savings 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", Harry Kostio concludes.

Helsinki



Harry Kostio
City of Helsinki

Contact us and we'll help you create your own success story!

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