

Transaction Services

Reducing your supplier base
from many to one

Bell provides a low cost, flexible, innovative, and creative way to offer a single supplier model that delivers value and cost savings across all IT infrastructure and associated services. We do it all for less than the cost of managing a credit card.

The challenge

C-level executives as well as procurement agents and teams in large companies are increasingly looking for ways to reduce cost and complexity when buying low value run-rate items, hardware, or software for their organisations.

Trying to negotiate and trade with a high volume of vendors, across multiple geographies can both complex and time consuming. The majority of suppliers demand 30-day payment terms which can be challenging and restrictive.

Businesses are looking for a low cost model that provides value and predictability. They need the flexibility of more generous payment terms and a service that's measured through SLA to ensure consistently high standards and savings measured against targets to reduce the supplier base from many to one.

Our solution

With a team of procurement agents across Europe fluent not only in language, but also in local regulations and requirements, Bell has access to suppliers that would otherwise be inaccessible to organisations. This enables us to provide a procurement service for 15 operating companies in 12 countries with thousands of Tier 2 and Tier 3 vendors, allowing customers to save millions of pounds each year, and vastly improving responsiveness to the business.

Acting as an intermediary between the customer and 3rd party suppliers, Bell takes on all the risk and liability. We negotiate on behalf of our client, not the supplier, to ensure the greatest savings and improved payment terms.



Eugene O'Sullivan
MBCS CITP

Strategy &
Innovation Director

T +44 (0)2392 825 925
M +44 (0)7823 343 209

eosullivan@bell-integration.com

The Bell process:

- Customer requests a quote
- Bell validates and searches for the best supplier
- Bell will negotiate with the supplier for the best price
- Quote sent to the customer
- Customer raises a PO
- Bell places the order with the supplier
- Customer accepts delivery
- Bell issue a full report

The benefits of working with a single intermediary, rather than a host of existing suppliers, are many. Gone is the hassle of managing numerous different sources. Organisations can rely on Bell as their single point of contact, with dedicated Bell Support and Procurement teams acting on their behalf.

LONDON

2nd Floor
107 Cheapside
London
EC2V 6DN

T: +44 (0) 2392 825925

PORTSMOUTH

New Hampshire Court
St Pauls Road
Portsmouth
PO5 4AQ

T: +44 (0) 2392 825925

WOKINGHAM

Saxon House
Oaklands Park
Fishponds Road
Wokingham
Berkshire
RG41 2FD

T: +44 (0) 2392 825925

SINGAPORE

Bell Group Asia Pte Ltd
30 Cecil Street
#19-08 Prudential Tower
Singapore, 049712

T: +65 2392 825925

HYDERABAD

Bell Integration T/A
Choose Portal Pvt Ltd
1st Floor
Krishe Sapphire
Madhapur Hyderabad
Telangana, 500081

T: +44 2392 825925

**See how Bell Integration can help your business succeed.
Please contact us on enquiries@bell-integration.com
or visit www.bell-integration.com**

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