



# obn Purchasing

Supporting the Life Sciences Industry

Making Your Money  
Work Smarter



# OBN PURCHASING CONSORTIUM

One of the major services that we offer Members is our Purchasing Consortium. Read on to find out how it works and the savings your company could be making.

## Key Features of the Purchase Consortium include:

- Average savings up to 50% against list price
- Big or small, office or laboratory – any type of business can save money
- Low cost of entry – all OBN Full Members are eligible to take part
- UK's most comprehensive and cost-effective group-purchasing solution for life sciences companies
- 100 plus Member companies together saved more than £10 million in the last two years
- Managed by a full-time, in-house Procurement Manager

- Capital expenditure support
- Negotiation service
- Guidance and support on e-Procurement
- New suppliers regularly added
- OBN has a new online Purchasing Platform

## Savings analysis

OBN has five levels of Membership fees depending on the size of your company. In order to take advantage of the Purchasing Consortium you must be a Full Member of OBN. The amount you save is determined by the size of your company.

See some example savings in the chart below.

Company type (UK employee number)	Spend without discount	Spend with discount	Savings	% Saved
Sole trader/Micro company (1-5)	£9,342	£3,134	£6,208	66.5%
Small company (6-20)	£131,673	£68,824	£67,849	47.7%
Medium company (21-50)	£172,977	£51,277	£121,750	70.4%
Large company (51-100)	£461,822	£327,388	£134,434	29.1%

Official Sponsors of the Purchasing Consortium



**In February 2019 OBN launched its new online Purchasing Platform. The aim of this Purchasing Platform is to enable users to have a better overview and control of spend and so save time and money.**



The Purchasing Platform, sponsored by **Fisher Scientific** and provided by **ELCOM**, is a cloud-based procurement solution, which allows Members to place orders directly with OBN's preferred suppliers and a host of others all in one portal. Fisher Scientific Punch-out is now available and provides a direct link to the Fisher Scientific website via the Purchasing Platform, allowing for live availability of stock and prices.

- Great ROI and spend under management
- Lower transaction costs
- Reduced purchasing costs
- Comprehensive spend analysis
- Opportunities to expand capabilities and grow with the organisation

**Purchasing Platform benefits include:**

- Greater control of spend
- All suppliers in one place
- Guided buying experience
- Increased compliance

Please see below details of the companies who we currently have catalogues or Punchout for. Additional suppliers will be added on a regular basis and all users will be notified when these are due to go live.



# ELCOM

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Elcom provides best-in-class solutions that are, first and foremost, relevant to their clients' needs to provide efficiency, compliance, savings, fraud prevention and income generation.



**Elcom specialise in delivering successful Purchase2Pay, Source2Pay, e-Invoicing, e-Marketplace & e-Funding (Supply Chain Financing) solutions to help their customers (including Life Science Organisations) to increase efficiency, mitigate risk, eliminate fraud and reduce costs. Their solutions enable their customers to strengthen relationships with suppliers while obtaining better prices.**

Elcom are proud to provide the technology that drives the OBN Purchasing Platform and to offer enhancements to augment OBN's Members' investments in the OBN e-Marketplace. These enhancement options include integration to ERP/FMS (Financial Management Systems), e-Invoicing (to provide touchless invoice processing), Supply Chain Financing, etc.

As the world's first cloud-based e-Procurement company, Elcom have focused decades of know-how on pioneering flexible proprietary technology with one aim: to help our clients simplify, optimise and energise their Supply Chain.

Their e-Procurement, e-Invoicing and e-Funding solutions are being used in organisations as diverse as government administration agencies, emergency services, medical facilities, life sciences organisations, universities and schools. As a world leader in the deployment of advanced Purchase to Pay and e-Invoicing technology, Elcom have helped their clients optimise their organisation and save more than £1 billion in audited savings.

**Elcom's solutions are easy to use, easy to implement:** no hassles, no worries. Their cloud-based delivery technologies allow for rapid deployment and access from any device that supports a browser, such as computers, smart phones and tablets.

**From e-Invoicing, to e-Procurement, to e-Funding, Elcom's expertise is rooted in decades of experience in simplifying and tailoring IT complexity to meet customer needs. Benefits include:**

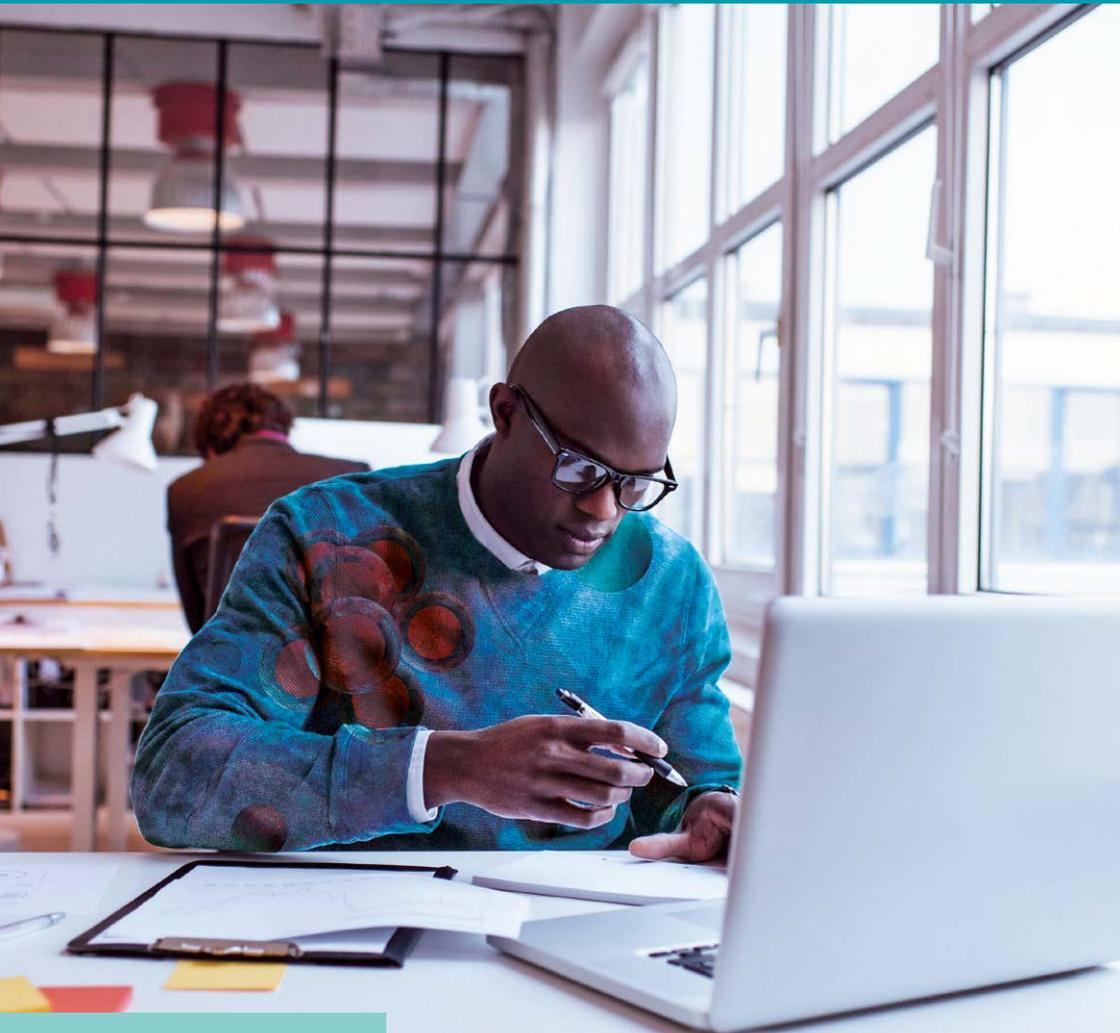
- Lower transaction costs (Elcom's e-Invoicing solution for one customer has processed a total of 412,000 invoices at an audited savings of £5.4 million. Also, according to CIPS (Chartered Institute of Purchasing & Supply), a P2P solution will reduce costs by between £30 to £55 per Purchase Order).
- Fewer disputes
- Faster payment cycles
- Improved procurement controls
- Better visibility of spend
- Accelerated payment
- Fraud prevention and compliance



# FISHER SCIENTIFIC

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Fisher Scientific is working with  
OBN bringing you an  
e-commerce solution



**The Fisher Scientific webshop is accessed by an efficient, direct ‘punchout’ from the OBN-ELCOM platform.**

**Benefits to you of using e-Business:**

- Reduced costs – orders and invoices processed seamlessly. Using an e-business solution offers soft cost savings of up to £14.5 per order raised\*
- Improved efficiency – transactions are sent securely and in real time
- Increased accuracy – greater visibility for procurement via electronic transactions
- Speeds delivery – reduced CO2 footprint by eliminating paper-based processes.

\*Potential savings based on calculations made by the not-for-profit organisation GS1

**Other benefits to the scheme include:**

- 2000 + contract lines, plus comprehensive discount schedule for ad hoc purchases
- No delivery charges for catalogue purchases
- No minimum order charges
- No ice charges
- Wide range of products with over 250,000 catalogue lines
- Account management support for all Members to help you get the right products to accelerate your research.

**Fisher Scientific is the preferred supplier to OBN with over a 10-year relationship as the core supplier to its Members offering savings of 40% plus on list pricing. OBN Members saved a total of £3.8 million in 2018 compared to list pricing.**





**Purchasing enquiries:**

To discuss the OBN Purchasing Consortium/Platform please contact Lee Pratley, Head of Purchasing and Membership, [lee.pratley@obn.org.uk](mailto:lee.pratley@obn.org.uk) or call +44(0)1235 420 876

**Membership enquiries:**

To find out more about OBN Membership please contact Nicola Westgate, Membership Manager [nicola.westgate@obn.org.uk](mailto:nicola.westgate@obn.org.uk) or call +44(0) 1235 420 879

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