

Auditel shrink Hargreaves' workwear costs

Hargreaves Industrial Services (HIS) first engaged Auditel's Paul Millican to review their Stationery and PPE costs. Impressed by the 40% savings he delivered, they asked him back to manage other cost management projects including a review of Hargreaves' vehicle fleet, a range of site engineering costs and to support various HIS clients' projects.

Early on, Paul assisted in relocating HIS to new divisional premises. Among other cost management tasks, he liaised with the landlord, advised on layout, partitioning and furniture acquisitions and the logistics of the move itself.

Auditel – First choice

Paula Eaglestone, Hargreaves' Resources Business Manager says, "When we have a cost management project planned, Paul is the first person we think of. He is very efficient and friendly and provides solutions with real savings which we simply couldn't find without him!"

Hargreaves Managing Director, Julie Haynes adds, "Paul has taken the time to personally understand the intricacies of our individual contracts with blue chip clients, and to ensure that all matters of risk are clearly identified. His communication skills and guaranteed service delivery come highly recommended."

Laundered Workwear

Next, Paul was invited to look at implementing a national Laundered Workwear solution across all divisional sites, of which there were more than 25 at the time.

Paul says, "This had been attempted in-house at least three times before, but due to

the complexity of all the individual existing contracts and a lack of consistent corporate identity, had never been successfully concluded."

Successful rollout

Following in-depth analysis, Paul first oversaw the redesign of the workwear in new corporate livery and then managed a competitive tendering process. The project was successfully rolled out to all sites, and Paul was instrumental in managing the negotiations and cost effective terminations of all existing contracts. As the new design was rolled out to other group divisions, Paul also helped smooth the way by engaging with the local site management teams.

Huge returns

On a yearly spend of about £300k, Paul not only solved the Laundered Workwear conundrum, but also achieved savings for Hargreaves of 33%.

Paul was later re-engaged to manage the next phase of the laundered workwear contract. This took into consideration the impact of coal fired power station closures and probable changes to a more mobile workforce supporting other industries including steel, renewables and water sectors.

Paula says, "Paul has brought all the sites together under one umbrella. He is proactive, helpful and completely reliable. In fact, as a measure of the trust we have in him, he now represents HIS division at Hargreaves Services PLC's group procurement forum."



SAVINGS BREAKDOWN

CATEGORY	SAVINGS
Stationery	40%
PPE	40%
Vehicle Fleet	10%
Laundered Workwear	33%

Annual savings of over £100,000

"Having worked with Paul for some time now, his input to our business has added great value to both ourselves and our clients. He has generated many cost saving initiatives that have led to six figure savings that have gone straight to our bottom line."

Julie Haynes, Managing Director

