

## Ticon Foresight: Delivering savings through data

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July 2011

# Ticon Foresight: A unique data service to help public sector procurement staff to deliver savings.

## Purpose of this briefing pack

Explain how Ticon Foresight can help you:

- Find collaboration partners for upcoming contracts.
- See whether your current contract is delivering value for money.
- Encourage increased competition from suppliers.
- Advise you on better use of procurement resources.

# Ticon Foresight: A unique data service to help public sector procurement professionals deliver savings.

## Procurement challenge

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- The UK Central Government has savings targets of £44bn to meet by 2013.
- These are savings that will come from aggregating demand and leveraging buying power.
- However, to do this Government needs better data.
- Sir Philip Green observed, “Procurement data is shocking - it’s both inconsistent and hard to get at.”
- Ticon Foresight is a step towards better procurement data.

## What does Ticon Foresight do?

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- Provides public sector buyers with the data to make savings.
- Lets buyers find like for like buying partners across any category.
- Can identify national, regional and cross-sector collaborations.
- Ticon Foresight can find best value contracts, giving buyers insight into savings opportunities across categories.
- We can also identify a wide range of suppliers, diversifying the supply chain and increasing competition for your business.

# Ticon Foresight: An overview.

	<b>Procurement Planner</b>	<b>Market insight</b>	<b>Price performance</b>	<b>Customised research</b>
	<i>Savings through collaboration</i>	<i>Your category, fully mapped.</i>	<i>The best contract prices laid bare</i>	<i>The data you need for your business</i>
Purpose?	Identify potential collaborators by date, sector, region, requirements, even supplier.	Know the whole market, know which suppliers have business, with whom, at what price.	Map your contract against others to identify where the best prices can be found.	Research programmes built to meet our customers' specific needs.
What do you get?	Data covering every contract, let by different organisations for different categories. Including start dates, end dates, break clauses, extensions, contract value.	A detailed analysis report covering your category; Market trends, market analysis and upcoming tenders all charted and provided in an easy to read format.	A price benchmark that shows you what price you're paying against the market average and against the high and low prices in the market.	Custom databases, specialist insight and bespoke reporting to help you and your partners make sense of the savings that you can achieve.

## Example analysis: Insurance data in Housing Associations

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A sample of what Ticon  
Foresight can do

# Housing Association's insurance contract analysis: prices and savings.

## Understanding the market

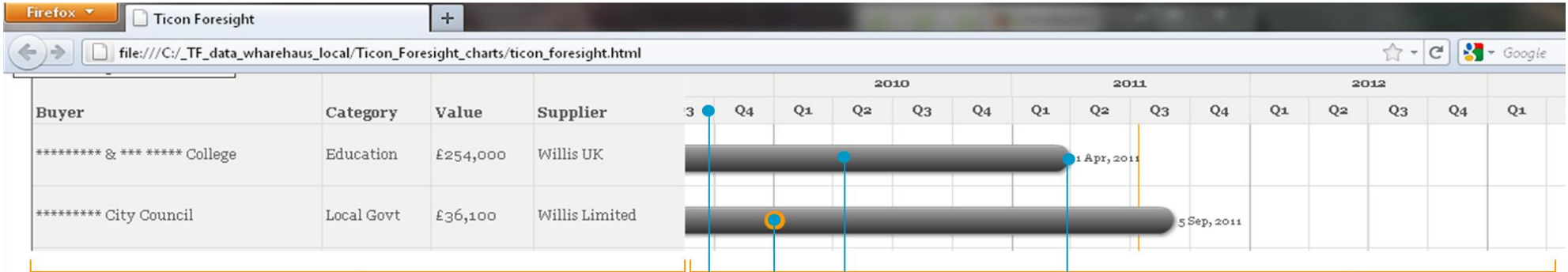
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Insurance contracts let by Housing Associations between 1 April 2010 to 31 March 2011:

• No. of contracts:	84
• Total amount of business:	£41m
• Total number of suppliers:	13
• Per cent of tenders won by leading supplier:	31%
• Per cent of business with leading supplier:	26%
• Per cent of tenders won by top 3 suppliers:	64%
• Per cent of business with top 3 suppliers:	54%



# Ticon Foresight: Procurement Planner features.



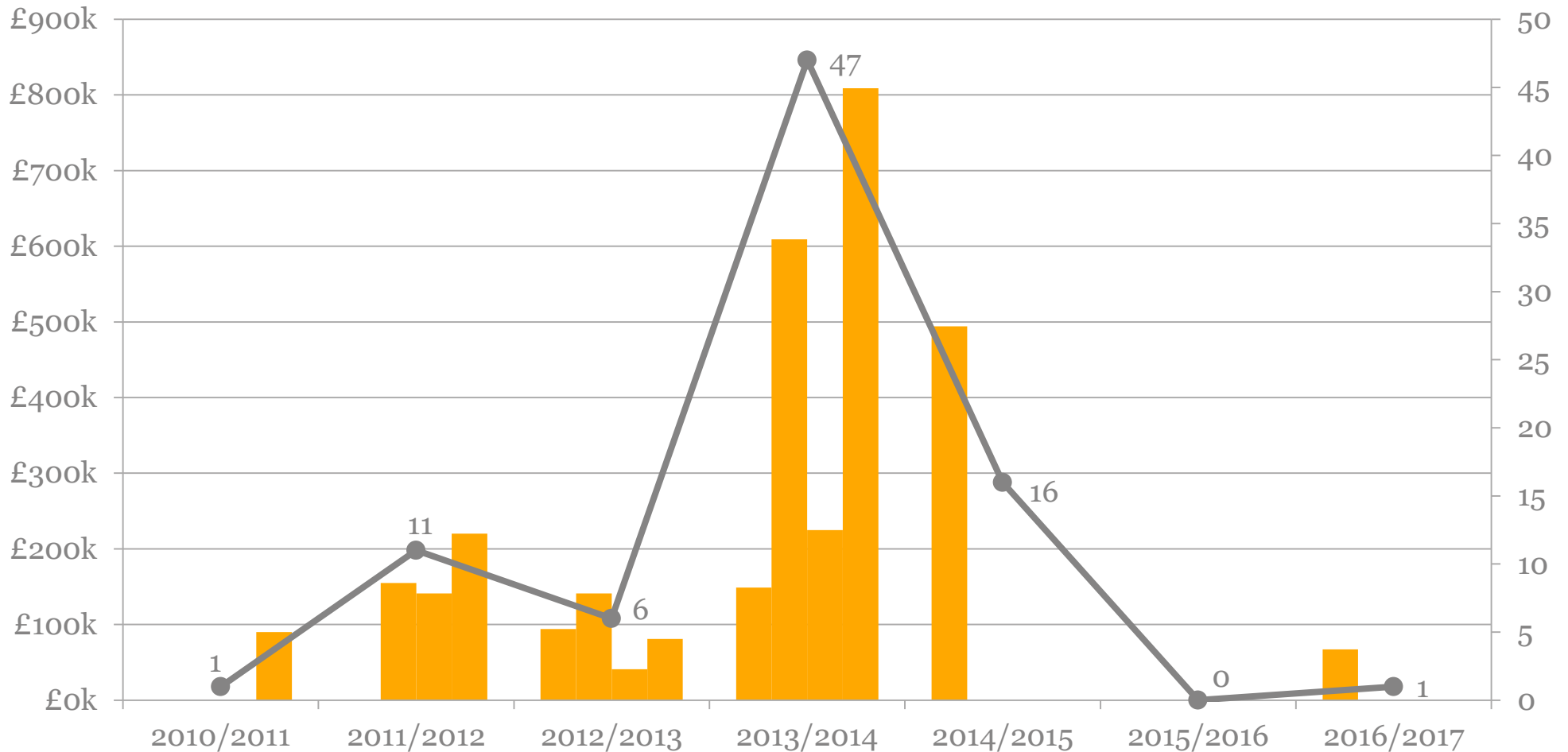
### Table data

- Buyer name
- Buyer type
- Value of contract
- Supplier name

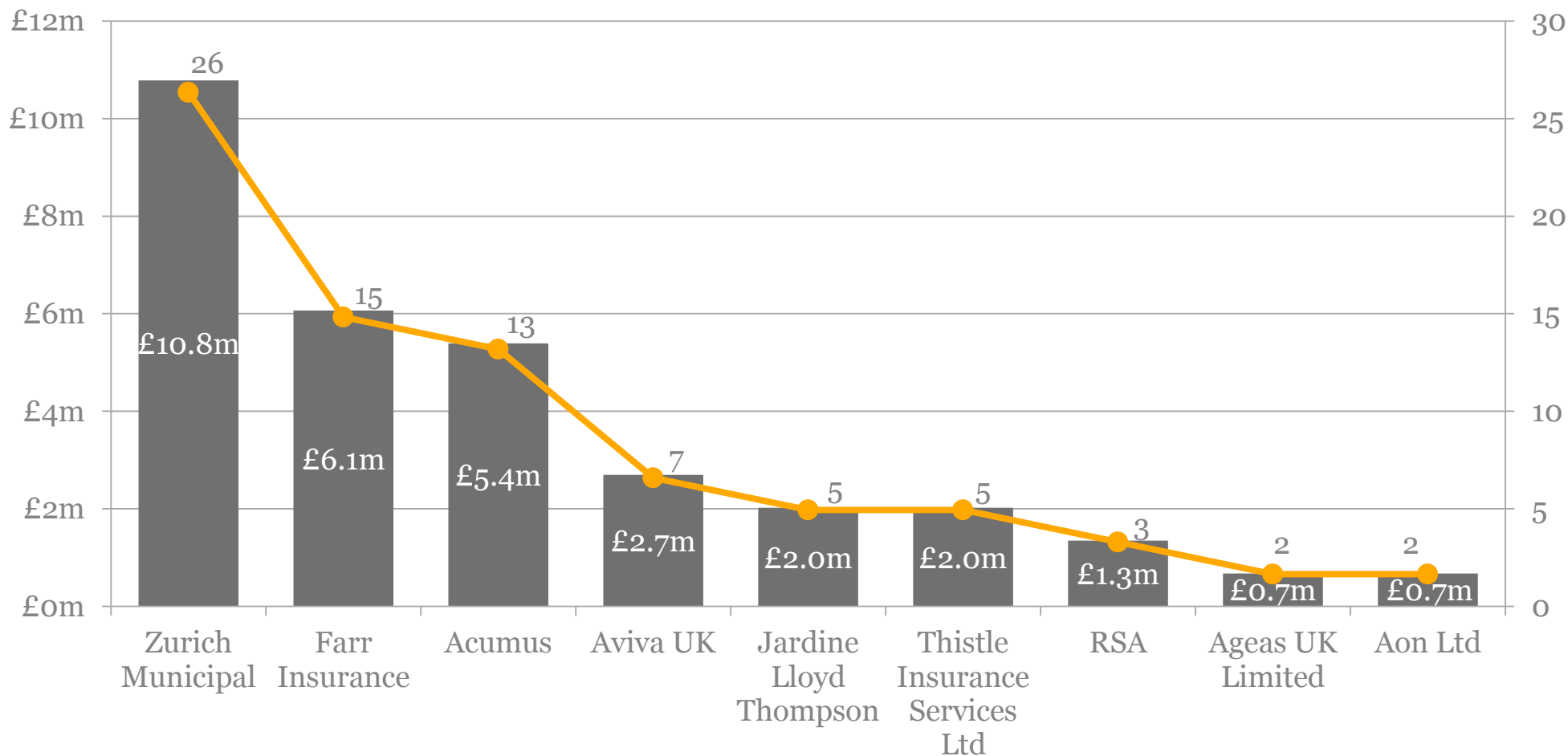
### Timeline data

- Quarterly timeframe
- Break clause
- Contract timeline
- Contract end date

# Example: Insurance - Annual value (bar) and number (line) of insurance contracts ending in upcoming financial quarters.



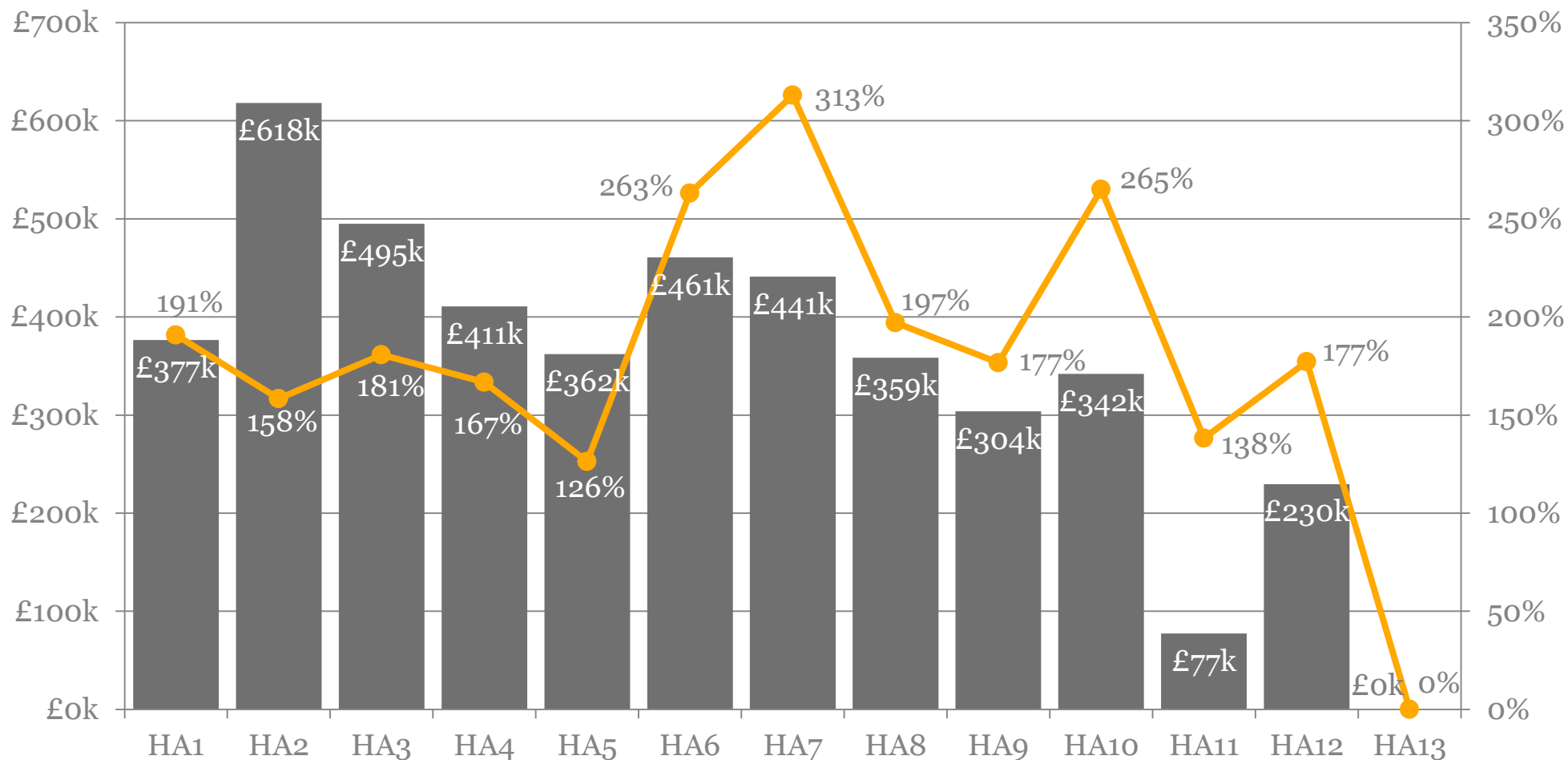
Example: Insurance - Annual value (bar) and number (line) of contracts awarded by Housing Associations between 1 April 2010-31 March 2011.



# Insurance contract analysis: A sample of 13 Housing Associations annual turnover (bars) and non-life insurance costs (per property per year).



# Insurance contract analysis: Savings £ (bars) and savings % (line) if 13 Housing Associations used the lowest price for non-life insurance.



# Housing Association's insurance contract analysis: prices and savings.

## Understanding the impact of aggregation

Aggregating only 13 contracts would:

Deliver £4.5m p.a. in savings,

A total of £13.4m over three years.

# How does Ticon Foresight work for your organisation?

## What is Ticon Foresight?

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- Unique contract analysis tool for any category of spend.
- A service combining detailed research and a comprehensive database, to provide you with the insight you need.
- Helping you to achieve real savings.

## What do you gain?

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- Analysis of collaborative opportunities.
- Indication of price savings by contract size.
- Information to help with procurement activity planning.
- Identification of potential new suppliers to encourage competition.

## What do we do?

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- Build a thorough picture of your current contracting pipeline.
- Evaluate opportunities for collaboration.
- Compare your contracts with other buyers.
- Analyse the supply market to find new suppliers.

## How does it help?

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- Evidence of the savings that you can achieve if you aggregate.
- Increase savings through collaboration.
- Find opportunities for e-auction events.
- Increases supplier competition.
- Manage your procurement resources.

Ticon Foresight gives buyers a unique insight into potential collaborators, and the value that they are getting from the market.

## Finding partners

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- **Time:** who else is due to renew their contract at the same time?
- **Location:** who else is buying the same commodity or service in my region?
- **Type of buyer:** e.g. working only with NHS trusts.
- **Value of contract:** working only with partners of a certain size.
- **Supplier:** who else is using the same supplier as I am?
- **Requirements:** buyers with specific requirements.

## Value for money

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- Ticon Foresight gives buyers a better understanding of the best prices that can be achieved. Because you can know the real value of your contract, using metrics that indicate its value against other Government contracts.
- Depending on the nature of the contract, you can use different data to show which organisation has the best deal, and which is paying the most.

Ticon Foresight is based on real evidence, it is a service that delivers exceptional results.

## Making savings

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- Ticon Foresight can help you understand where your savings are going to come from and what you need to do to achieve targets.
- Ticon Foresight gives you the capability to assess your current ability to meet savings targets.
- Ticon Foresight can identify priorities for quick wins.
- Ticon Foresight can enable you to develop a clear, forward-looking strategy for your procurement activity.

## Aggregating demand

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Using a unique database of contracts and tenders you can identify potential partners and to establish pricing on the best contracts in the category:

- Increasing collaboration to deliver savings;
- Current contracting;
- Existing collaborations;
- Price benchmarking;
- Diversity of competition;
- Existing practices;
- Procurement control;
- Procurement governance.

# How is Ticon Foresight delivered?

## Data gathering

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- Using our unique contracts database to gather the data relating to your specific needs.
- If necessary, further data collected from direct suppliers to ensure a complete picture of the market is built.

## Workshop

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- Our team can support you through group or individual workshops, taking you through the data to ensure your complete understanding of where cost saving procurement lies.

## Desk based analysis

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- Our team will pull apart the data to get to the answers that you need.
- We will uncover the most cost effective suppliers for your tender, opportunities for collaboration and where savings can be made.

## Reporting

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- We aim to help you understand where your opportunities are in the most concise, relevant and informative manner, allowing you to achieve cost savings and hit your budgets target.

# The benefits of using Ticon Foresight.

## Everything to gain

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Ticon's unique data service, Ticon Foresight, can help your public sector procurement team save money. This is why:

- **Uniqueness of data.** Ticon Foresight has the most comprehensive database of contracts, tenders and suppliers across the UK and Europe.
- **Variation of data sources.** Ticon Foresight utilises a wide range of data sets so that individual categories can be analysed in the right way. Only by doing this can you demonstrate where you are achieving the best value for money.
- **Skilled analysts.** With 10 years experience, Ticon's consultants have the expertise to analyse complex procurement data and identify real savings opportunities.

Ticon Foresight and Ticon's consultants give you the complete process of data, analysis and reporting that cannot be gained from a database alone. We ensure that you gain the knowledge and find the opportunities, to make savings.

# Gaining Foresight.

## Next steps

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- To find out more about how you can start to make savings today, please get in touch.
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## About Ticon

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- Ticon is a research based consultancy with a strong data focus and specialist knowledge of suppliers, contracts and tenders across all areas of the European public sector.
- With the skills of high calibre consultants and multilingual researchers, Ticon has the ability to complete extensive and detailed research into the European procurement market and has already developed unparalleled Essential Insight.
- Ticon's focus is to provide our clients with knowledge, data and essential insight that our clients need to solve their problems and make the most of their opportunities.

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