

User Story : RFU



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John Moulson - Head of Finance, RFU

SPEND CONTROL

RFU Set to make £300,000 of savings with Compleat Buyers Group

RFU signs up with Compleat and combines its existing Compleat Purchase to Pay software to deliver substantial cost-savings

26th January 2011: The Rugby Football Union today announces that it has signed up to the Compleat Buyers Group (CBG) from Compleat Software Limited. Combined with the Compleat Purchase to Pay (P2P) software the RFU has already procured, it is expected that the contract will provide up to £300,000 worth of savings on discretionary purchases in the first year of membership and those savings will be enjoyed year after year.

The CBG will enable the RFU to reduce the cost of discretionary spend by leveraging the entire CBG's collective spending power to achieve better prices. Where it differs from other buying groups is that it works with Compleat's P2P software to ensure nominated suppliers, goods, services and prices are used every time by the managers and buyers at the RFU.

John Moulson, Head of Finance at the Rugby Football Union comments, "Compleat Buyers Group will pay for itself through the savings made on stationery alone and anything else is a bonus. The Compleat Detailed Review has identified potential savings of £100,000 which we will achieve quickly, plus potentially a further £200,000 savings in the coming year. Choosing to engage with the Compleat Buyers Group was a very simple decision!"

David Hawthorn, Chief Procurement Officer of CBG, comments "The RFU have lots of managers who are very good at getting good value in their own specialised areas such as rugby equipment, but there is no-one who looks at purchasing as a function, and certainly no-one looking into the detail of what the RFU spend on everyday items such as cleaning products and stationery on behalf of the entire organisation."

As well as the annual membership fee, The RFU is taking 50 days of consultancy as part of the Active Cost Management package, with a consultant on site one day a week. Hawthorn continues, "Our CBG professional buyers will work alongside the RFU's staff and management to help them achieve better prices across the board, and I see this as a real opportunity to contribute to the transformation of procurement at the RFU."

Neil Robertson, CEO Compleat Software, adds "As one of Compleat Software's first customers, I am delighted that The RFU is the first customer to sign up to the Compleat Buyers Group. We are very confident that the savings generated through CBG for the RFU are typical for a very large number of businesses, and will deliver a real and quantifiable cash ROI to businesses in as little as four months. Once in place, these savings will be repeated every year, making Compleat Spend Control a very compelling proposition."

At a Glance

COMPANY: RFU

CHALLENGE:

The RFU wanted to cut costs by consolidating its suppliers and increasing efficiencies in the purchasing process, as well as increasing control over corporate spend by replacing its manual purchasing process with an automated electronic solution.

SOLUTION:

Tightly integrated with Microsoft Dynamics GP, Compleat Spend Control, enables web-based purchase order generation, plus cashflow management and forecasting based on both actual spend and committed spend, enabling full commitment accounting.



SPEND CONTROL

Robertson concludes, "Compleat Purchase to Pay automation combined with CBG is perfect for organisations like the RFU who don't have a dedicated procurement function. By helping to save the pennies across common overhead spend, the pounds look after themselves and deliver an outstanding cash ROI."

The Compleat Buyers Group has secured preferential pricing and discounts from hundreds of leading suppliers across 10,000s of products and services. These products and services are presented to users through pre-configured and automatically maintained catalogues. As Compleat Buyers Group focuses on common discretionary spend and not specific vertical market specialisation, it is relevant to every type of organisation.

About Compleat Software Limited

Compleat Software Limited is a provider of Spend Control, a unique combination of the Compleat Buyers Group, Purchase to Pay and Employee Expense automation software for the SME marketplace. Committed to product and client satisfaction it strives to be at the forefront of technologies in order to provide best-of-breed software solutions.

About Compleat Spend Control

Compleat Spend Control from Compleat Software Limited is a Microsoft web-based Purchase to Pay automation and Employee Expenses solution that tightly integrates with most mid-ware accounting solutions. When combined with the Compleat Buyers Group, Compleat provides businesses with immediate control over all aspects of a company's procurement cycle and delivers significant savings on discretionary spend. With the most advanced, customisable workflow solution and real-time financial integration Compleat provides a winning procurement framework at a very compelling price point.

About The Compleat Buyers Group

The Compleat Buyers Group was launched in January 2011 and combined with Compleat Purchase to Pay and Employee Expenses automation software, enables businesses to make significant savings on their purchasing by simply paying less on what is already being bought and ensuring purchasing is done through nominated suppliers. It delivers a compelling cash based ROI in as little as 4 months.

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Neil Robertson - CEO, Compleat Software

Take the first step and book a Short Form Review meeting

Call us, [email us](#) or [register online](#)

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