

Watch your business grow with our cost reduction services

We provide procurement services and software to help businesses reduce costs.

Highlights

Increasing profits at Motherwell Bridge

Initial phase achieved recurring annual savings of more than 25%.

Online pre-qualification and auctions ensured broad competition between qualified bidders.

Balanced criteria ensured lowest price bidders were not always chosen as suppliers.

Supplier site visits, short listing, negotiation and contracting stages all dealt with by Quartile.

Fully featured and customised e-procurement software provided at no additional cost.

Procurement services
Supplier engagement, tendering, online auctions and negotiation

Cost reduction software
Use our specialised software to manage purchasing and cost

Cost reduction
Improve profitability with structured cost reductions

Cost reduction management

Improving business by reducing costs.



Call us on **0131 666 1237**

A case study in procurement cost reduction

www.costreductionmanagement.com



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A company registered in Scotland with the number SC251996

“Our company has benefited substantially from the cost reductions delivered by Quartile Software. They have also given us stronger processes and improved management of our supply chain.”

Russell Ward, Chief Operating Officer.
Motherwell Bridge Limited

Cost reduction management

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Motherwell Bridge Limited

Cost savings of 25% achieved
by Quartile Software.



Company

A global engineering business

Motherwell Bridge is one of the world's oldest and best known engineering and construction companies, operating in more than fifty countries. With businesses in materials handling, bulk storage and heat exchanger manufacture for customers in the Oil and Gas sector, the company has a broad cost base and a varied range of procurement needs.

Process

Easy engagement and project management

The company invited Quartile Software to implement a project of procurement cost reduction. Beginning in 2009 and working in cyclical phases to achieve savings quickly, the first phase was designed, agreed and launched within days of initial discussions. E-Procurement software was implemented on Quartile's servers, to allow new suppliers to enrol quickly for the tender documents. Essential to the successful launch of the project was ensuring that the entire process could be operated with no disruption to the existing operations.

Results

Costs reduced by a quarter

By using a combination of broad and balanced assessment criteria, a clear and fair tendering process, detailed face to face negotiations and easy to use software, Quartile Software has been able to conclude contracts with suppliers which will reduce costs at Motherwell Bridge by 25% in the first of four continuing phases of procurement cost reduction.