

MAXIMISING PROCUREMENT EFFICIENCY FOR BLUE LIGHT

How Matrix Milestone Helped Seven Forces Merge Two Workshops

In 2022, Seven Forces (7F) approached Matrix Milestone with a brief centred around the high-profile merging of two authorities' workshops and the appointment of a supplier capable of managing this process for creating a joint fleet workshop facility.

The Challenge

Covering more than 9,000 square miles, serving nearly eight million residents, and responsible for a third party spend of ~£230m per annum, 7F is one of the most ambitious police partnership programmes ever undertaken.

7F's brief was a niche requirement with a limited supply market; suppliers needed to have an understanding of fleet workshop operations alongside Blue Light experience.

Matrix Milestone helped to identify new suppliers not previously considered by the 7F Commercial team and this generated additional interest in the opportunity.



Matrix Milestone in Numbers

- Reduces up to 20% cost per project
- Outcome-based projects eliminate payments for non-delivered activities
- Access to over 3,000 accredited suppliers across all categories of spend and scope
- Vendor-neutral, fully compliant platform enables direct awards within 24 hours
- Access 22 automated reports, 4 audit reports, and customisable MI & BI tools

The Solution

Through regular communication with the client, we were aware of the pending project and had begun identifying capable suppliers in advance of receiving the project brief. Upon receipt of the brief, we were able to immediately start discussions with the identified suppliers to ascertain their interest and capacity for bidding, saving time for 7F.



Along these suppliers, we were also provided a list of suppliers the client wanted us to approach for bidding. The Supplier Engagement Team onboarded these suppliers and made them available to 7F.

Outcomes

Through strong dialogue with the Matrix Milestone supplier community, 10 suppliers were engaged.

Of these, two suppliers who had been identified by Matrix went on to submit full tender response.

The shortlisted bidders provided presentations to the project stakeholders which were well received. Following the presentations, the project was awarded to Real World HR Ltd.



Want to find out more?

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