

Press Cutting	
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Businesses waste thousands a year by not making the most of out of their purchasing spend. In the daily drive to improve sales, it is easy to forget what a powerful impact your purchasing has on bottom-line profits. Yet, for many businesses, a 1% cut in costs can have the same impact on profit as a 10% increase in sales.

PURCHASING FOR YOUR BUSINESS

10-15% of small businesses annual turnover is spent on non-core products and services, so it's an important area that shouldn't ignore. By analysing the way you make purchases you can reduce the unnecessary flow of money out your business, letting you put it to better use, like growing and investing into your business.

Some useful purchasing tips:

- Build purchasing into your business planning
- Be aware of your top priority purchases
- Consolidate your purchasing
- Manage your costs
- Make purchasing relationships work
- Review your purchasing regularly

Buying alliances or 'collaborative purchasing', such as LogBuy, the free Business Discount Club, are becoming increasingly prevalent and a key resource for those responsible for purchasing of all sizes of companies. CIPS (Chartered Institute of Purchasing and Supply) predicts that these alliances will become increasingly common due to the need for businesses to keep gaining leverage, as well as the development of technologies such as eCommerce and eProcurement that allow electronic orders to flow through defined, measurable portals.

LogBuy is a horizontal buying alliance – that cuts across all industry sectors and works by combining the buying power of a large number of small businesses and start-ups alike to negotiate discounts with preferred suppliers on a wide range of goods and services.

LogBuy members benefit from:

- Purchasing power - benefit from 'Economies of Scale'
- FREE membership, to a wide range and volume of businesses
- Shared resources – LogBuy is dedicated to

sourcing & negotiating Agreements with the right suppliers, so members don't have to

- Flexibility in the membership, you are always in control of your purchases dealing direct with the supplier, but benefiting from the discounted prices
- No matter the size of your organisation - you access and benefit from the same deals
- Membership support services such as magazine, telephone support
- Suppliers benefit from volume in sales and a unified front, allowing them to offer prices normally only given to large Corporates.

With LogBuy's negotiation and procurement expertise and considerable buying power they deliver sizeable and sustainable savings to their members – ranging from 5% to 70% and with average savings of 30% on all products and services. See the chart below to view the potential savings that can be made and start the process of analysing your businesses procurement spend and the savings that your company can make.

Example: Possible savings made by a business when analysing procurement spend.

Product Area	Cost Saving opportunity	Saving implication per £10k spent annually
Computer hardware	5%	£500
Stationery	35%	£3500
Postal	20%	£2000
Telephone costs	40%	£4000

A total saving of **£9,500** (or alternatively an additional profit of **£9,500**), can be made in **£40k** operating costs. Over a **23% improvement in the bottom line!**

Start saving money on your supplies

LogBuy is the UK's free Business Discount Club, dedicated to providing small businesses and start-ups with easy access to the UK's leading business suppliers at the best negotiated price. With FREE membership,

all businesses can collaborate together and combine their purchasing power to negotiate better prices on "common" business supplies (from stationery to business travel, and computer hardware to postal costs and much more) – allowing start-ups and small businesses to benefit from the buying power of a large corporate and reduce their operating costs, improving their profit line.

LogBuy currently has over 15 suppliers and focuses on branded suppliers that deliver excellent quality, combined with exceptional value, e.g. Shell, Apple Store, Regus, BTI, Business Post, Necpost. Suppliers pay LogBuy a small marketing fee, allowing LogBuy to offer free membership. LogBuy is rapidly becoming an essential route for small businesses purchases. Find out more at www.logbuy.co.uk



At 'B2B London' and 'B2B Thames Valley', the business-to-business event for SMEs, LogBuy registers over 400 members at the exhibition alone and meets Simon Woodroffe, founder of 'Yo Sushi' and star of 'Dragon's Den'.

Join LogBuy FREE at www.logbuy.co.uk

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