

# SME Case Studies: Cross Government Travel management Company



Home Office

OJEU notice was published on 4 April 2011 and contract awarded on 1 November 2011.

## Provision of Travel Management Service

### Requirement:

Pan Government provision of Travel Management Services.

### Approach:

A cross Departmental Team, led by Government Procurement Service agreed the most effective supply strategy was for two lots to be sourced, one with an emphasis on global travel (Lot1) and another for UK domestic travel. (Lot 2)

Although the procurement was led by the Government Procurement Service, it was fully supported and specified by 17 Central Government Departments (including Home Office) in terms of scope and evaluation.

### Interest:

Seven suppliers bid against the Lot 2 and three in Lot 1.

### Time:

The procurement process from publish of OJEU notice to award was 7 months.

**Outcome:** The contract was awarded to an SME for the UK domestic lot (Lot2). The final contract award was for a value of £300m.

## What we achieved

- New SME supplier to the Home Office
- The procurement was the first pilot project for the application of Lean principles to the procurement process, where the Project Team was able to effectively accelerate the time taken to complete the process without compromise on the quality and outcome.
- Leveraged total CG spend
- Standardisation and transparency of cost
- Consolidated supply base