



## SME Case Study: Haulage, Storage and Disposal

### Provision of a contract for the Destruction and Disposal of Alcohol and Tobacco

**Requirement:**

To renew the contract for the destruction and disposal of alcohol and tobacco seized at the Border.

**Approach:**

Market research was undertaken before the start of the process to establish potential suppliers in the market and a supplier event was held in July 2013. The tender process followed established LEAN principles and was completed using an Open Competition.

**Interest:**

17 suppliers attended the supplier event; 7 accepted the invitation to respond to tender. 5 suppliers took part in the reverse auction.

**Time:**

The procurement process from publication on the eSourcing system to award was 4 months.

**Outcome:**

The contract was awarded to an SME.



**What we achieved:**

Significant savings on the opening bid prices and specifically the final price per tonne for the destruction and disposal of tobacco.

The preferred bidder has confirmed a commitment to 'zero to landfill' for waste products fulfilling the Government's green agenda for environmental sustainability.

The preferred bidder has provided a definite method for income generation from waste and recyclables which will be used to offset costs.