

APPENDIX C													
GERSHON CONTRACT SAVINGS													
PERIOD 1 APRIL 2008 TO 31 MARCH 2009													
DATE OF AWARD	CONTRACT REF	CONTRACT DESCRIPTION	CONTRACT VALUE	NAME OF CONTRACTOR	SAVINGS BY PROCESS	SAVINGS BY NEGOTIATION	DIRECTORATE	COMMENT	GERSHON SAVINGS (2008/09) INC 2.7% INF	GERSHON SAVINGS (2009/10) INC 2.7% INF	GERSHON SAVINGS (2010/11) INC 2.7% INF	* TYPE OF EFFICIENCY GAIN	
27 October 2004	CSCC 395	Corporate Management System	£70,000	Inphase		£26,425	Resources	5 yr saving	£2,291			E(2)	
27 October 2004	RMC 020	BT Metro VPN	£1,422,000 pa	BT		£329,500	Resources	5 yr saving	£54,944			E(2)	
05 May 2005	CSCC 408	High Volume Photocopier	£135,000	Danka UK Plc	£11,280	£17,982	Chief Executive	Savings over 5 years	£4,534	£4,534		E(2)	
24 August 2005	CSCC 780	Repair & Maintenance Cleaning Equipment	£33,000 pa	Vaclensa Plc	£15,566 pa		Resources	Savings over 5 years	£16,621	£16,621		E(2)	
01 February 2006	CSCC 873	Ice Prediction	£18,200 pa	Vaisala		£7,055	Econ & Env	6 yr saving	£992	£992		E(2)	
28 February 2006	CSCC 794	Cash Collection	£80,000 pa	Security Plus		£8,880	Resources	3 yr saving	£2,960			E(2)	
04 April 2006	-	JDM Accord Contract	£19m pa	JDM Accord		£63,514	Econ & Env	Annual Saving (discount for early payment)	£63,514			E(2)	
11 May 2006	RMC 059	Water Coolers	£15,000 pa	Aqua Sulis	£12,121		Resources	4 yr savings	£3,351	£3,351		E(2)	
18 July 2006	-	Bus Service 16/23/27/28	£30,000 pa	Arriva		£23,868	Econ & Env	Annual savings	£25,174	£25,174		E(2)	
04 August 2006	RMC 085	Fuel Cards	£220,000 pa	Anval	£13,532		Resources	Annual savings	£13,532			E(2)	
28 September 2006	RMN 006	Digital Copiers	£50,000 pa	Danka UK	£78,534	£55,660	Chief Executive	Annual savings	£21,887	£21,887		E(2)	
16 November 2006	-	Photocopiers	£30,000 pa	Midshires	£22,200		C & Y P	5 yr saving	£4,600	£4,600		E(2)	
20 December 2006	RMC 087	Water Monitoring	£166,000 pa	Waterchem	£45,000	£10,000	Resources	Annual Saving	£55,000	£55,000		E(2)	
05 January 2007	RMN 006	Digital Copiers	£9,900	Archway Products Ltd	£9,900		All	Savings on cost of paper - wage slips	£9,900	£9,900	£9,900	E(2)	
16 January 2007	ZON 025	Roadmaster Repair Machine	£300,000	Archway Products Ltd	£202,000	£13,500	Econ & Envir	Annual savings from move away from traditional pot holding	£202,000	£202,000		E(2)	
06 February 2007	RMC 019	Gas Installation Safety & Inspection	£15,000 pa	GSB Group	£5,300	£8,000	Resources	4 yr savings	£3,482	£3,482		E(2)	
22 February 2007	CMC 094	Library Books	£500,000 pa	Bertram Library Supplies	£40,701		Comm Ser	Annual savings (it procurement with 3 other authorities)	£40,701	£40,701		E(2)	
01 April 2007	ZMC 044	Road Surface Condition Surveying	£70,000 pa	WDM Ltd	£42,000		Econ & Env	4 yr savings	£10,500	£10,500		E(2)	
01 May 2007	RMC 090	Agency Staff (office & secretarial)	£400,000 pa	Various	£17,540		All	4 yr savings	£37,783	£37,783		E(2)	
16 May 2007	CMC 101	Frozen Meals	£300,000 pa	Apetito	£16,701		Comm Ser	4 yr saving	£5,567	£5,567		E(2)	
06 June 2007	CMC 102	CDs & DVDs	£8,000	THE S Gold & Sons	£3,676		Comm Ser	4 yr saving	£919	£919		E(2)	
03 July 2007	-	Water Audit Consultants	£4,000	A Willmott Assoc	£63,377		All	One off savings	£42,590	£42,590		E(2)	
01 October 2007	RMC 056	Advanced Consultants	£800,000 pa	Tribal Resources	£17,500		All	Annual savings + ongoing several sites	£17,500	£17,500		E(2)	
20 November 2007	RMC 016	Greenhouse Agency	£240,000	Greenhouse Agency	£59,000 pa		Resources	Annual savings	£59,000	£59,000		E(2)	
18 December 2007	-	Anti-virus Software	£117,000	Sage	£37,077		Resources	3 yr total saving	£12,359	£12,359		E(2)	
23 January 2008	RMC 017	Maintenance of Boilers	£120,000	Powermaster Gleason	£8,975		Resources	Annual Savings	£8,975	£8,975		E(2)	
31 January 2008	RMC 095	Water System Risk Assessments	£55,000 pa	Oakleaf	£2,380		Resources	2008 Savings	£2,380			E(2)	
21 February 2008	-	Recycled Paper	£46,000 pa	OGC Framework	£2,302 pa		All	Annual Savings	£2,302	£2,302		E(2)	
1st April 2008	RMC 003	IT Equipment and Services Framework (Pcs and Laptops)	£550,000	Dell and Stone/Syan	£86,446		All	1 year Savings	£86,446			E(2)	
1st April 2008	RMC 059	Intec Fraud Compens System	£36,300	Intec	£300		Resources	One off savings on imp	£300			E(2)	
1st April 2008	RMC 092	Intec Fraud Compens System	£200,000	Intec	£211,125		Resources	5 year savings	£27,225	£27,225		E(2)	
1st April 2008	RMC 005	IT Equipment and Services Framework (Pcs and Laptops)	£200,000	Intec	£4,168		Resources	quarter saving	£4,168			E(2)	
4th April 2008	RMC 005	IT Equipment and Services Framework (Pcs and Laptops)	£200,000	Intec	£23,228		All	Annual Savings	£23,228			E(2)	
15th April 2008	RMC 057	Telephone System Maintenance	£60,000 pa	Mantel and Siemens	£2,069		Resources	1 year Savings	£2,069			E(2)	
06 May 2008	RMC 098	Postal Services	£400,000 pa	TNT	£20,800		All	Annual Savings	£20,800	£20,800		E(2)	
08 May 2008	RMC 006	Civica Cash Receiving (KON)	£110,000	Civica UK Ltd	£48,732		Resources	3 year Savings	£38,632	£38,632		E(2)	
12 May 2008	RMC 006	IBM Software	£695,000	IBM (Real Solutions)	£798,810		Resources	3 year Savings	£283,203	£283,203		E(2)	
12 May 2008	RMC 006	E tendering methods	£900,000	Various	£1,134		Resources	One off savings (emailing bids and tender docs pilot)	£1,134			E(1)	
12 May 2008	RMC 006	IT Equipment and Services Framework (Pcs and Laptops)	£550,000	Dell and Stone/Syan	£86,446		Resources	One off savings	£86,446			E(2)	
30th May 2008	RMC 001	Passenger Transport	£2m	Various	£12,850		Economy and Env	5 year savings achieved by eAuction	£8,810	£8,810		E(1)	
05 June 2008	RMC096	Hosted Back up Service for schools	£50,000 pa	Synetrix		£5,000	Resources	5 year savings achieved by eAuction	£1,000	£1,000		E(2)	
13th June 2008	RMC039	Banking Services	£110,000 pa	Royal bank of Scotland	£22,290		Resources	Annual Savings	£22,290	£22,290		E(2)	
1st July 2008	RMC010	Comino/ Universal EDM (Civica)	£101,000	Civica UK Ltd		£10,300	Resources	One off savings	£10,300			E(2)	
4th July 2008	-	Midway	£38,880 pa	Synetrix	£134,409		Resources	3 year Savings	£44,803	£44,803		E(2)	
9th July 2008	RMC058	Electronic Registration and Management Sys	£130,000	Xpress Software Solutions Ltd	£7,000		Legal and Demo	one off savings	£7,000			E(2)	
4th August 2008	RMN009	Oswesley Library Redevelopment	£1,048,000	Read Construction	£22,000		Resources	one off savings	£22,000			E(2)	
8th September 2008	ZMC006	Rock Salt for winter maintenance	£300,000	Salt Union	£64,320		Economy and Env	two year savings	£32,160	£32,160		E(2)	
19th September 2008	ZMC130	Lot 1 Planning, Building Control, Land Charges Syst	£267,500	IDOX Software Ltd	£86,000		Economy and Env	One off savings	£86,000			E(2)	
22nd September 2008	ZMC001	LAC Block Contract	£1,245,400	Various	£390,000		CYP	5 year per annum saving	£390,000	£390,000		E(2)	
01 October 2008	ZMC130	Lot 2 Trading Standards and Environmental Health Syst	£218,000	Civica UK Ltd	£10,270		Economy and Env	One off Capital Savings and annual Revenue savings	£19,919	£9,649	£9,649	E(2)	
06 October 2008	RON102	Provision of Internal Audit Days	£100,000	Bentley Jenkinson	£33,000		Resources	One off savings	£33,000			E(2)	
11 November 2008	RMC062	Govmetric	£128,000	Govmetric Rol Solutions Ltd	£5,630		Resources	total savings	£1,876	£1,876		E(2)	
14 November 2008	RMC063	Tajish Customer Feedback Solution	£34,000	Tajish LTD	£23,125		Resources	Total 3 year savings	£2,000	£2,000		E(2)	
21 November 2008	RMC112	digital production machine & software	£500,000	Xerox (OGC Framework)	£27,000		Legal and Demo	Total 5 year savings	£5,400	£5,400		E(2)	
28 November 2008	ZMC145	Skidding Resistance Survey	£90,000	WDM Ltd	£15,000		Economy and Env	Total 3 year savings	£5,000	£5,000		E(2)	
02 December 2008	RON107	Audio Visual Equipment for Committee rooms	£70,000	Tyco	£16,500		Resources	One off saving from tendering	£16,500			E(2)	
06 January 2009	RMC 103	Bill Payment and Collection Services using Swipe Cards	-	Allpay.net Ltd	£2,300		Resources	Annual 3 year saving	£2,300	£2,300		E(2)	
29 January 2009	RMC 022(1)	Frozen Potato Chips and other Frozen Potato Products	£130,000 pa	McCains	£5,138		Resources	1st year savings	£5,138			E(2)	
03 February 2009	RMC015(1)	Covenience Foods	£52,000 pa	Premier Foods	£9,740		Resources	1st Year savings	£9,740			E(2)	
		<b>TOTAL SAVINGS</b>			<b>£1,418,062</b>	<b>£2,606,379</b>		<b>Total Gershon Savings</b>	<b>£2,264,864</b>	<b>£1,468,703</b>	<b>£1,044,292</b>		
<b>* TYPE OF EFFICIENCY GAIN*</b>													
E(1)	Reducing inputs (money, people, assets etc) for the same outputs (cashable)												
E(2)	Reducing prices (procurement, labour costs etc) for the same outputs (cashable)												
E(3)	Getting greater outputs or improved quality (extra service, productivity for the same inputs (non cashable)												
E(4)	Getting more outputs or improved quality in return for an increase in resources that is proportionally less than the increase or quality (non cashable)												
Gershon Efficiency Target for 2008/2009 for procurement =													
Actual Savings achieved to date against this target = £													
<b>Surplus against target</b>													