

CASE STUDY: AGMA

SPEND ANALYSIS HUB - POWERED BY QLIKVIEW

SpendPro was introduced to enable procurement professionals to automatically analyse spend and provide financial intelligence

**SUPPORTING
SPEND ANALYSIS**
across North
Western local
authorities

The Association of Greater Manchester Authorities is a partnership between the ten local authorities within the Greater Manchester area.

These ten authorities co-operate on a number of issues, both statutory and non-statutory, where there is the possibility of improving service delivery by working together. To further increase partnership working, AGMA also invited unitary local authorities from the surrounding areas to join AGMA as associate members.

ISSUES:

SPEND ANALYSIS CHALLENGES

- Better manage non-pay spend
- Support contract negotiations to drive better prices
- Identify collaborative purchasing opportunities for members

SOLUTION:

SPENDPRO, POWERED BY QLIKVIEW

AGMA has deployed QlikView and SpendPro to support all facets of collaborative purchasing activity,

generating significant savings for all member organisations.

OUTCOMES:

SUPPLIER RATIONALISATION

Access to improved management information enabled Rochdale Council to identify £300k of immediate savings through rationalisation of suppliers, renegotiation of contracts and in ensuring the use of the most competitively priced collaborative contracting.

CONTRACT RE-NEGOTIATIONS

SpendPro has helped AGMA identify that they have an annual spend with existing contracts and common suppliers across the membership of £300m.

The detailed analysis behind this valuable insight has fostered contract re-negotiations and supplier rationalisation to generate significant savings through aggregated purchasing power.

REGIONAL BENEFITS

SpendPro is not only used by AGMA members, but over 30 other public sector organisations across the North West.

It is helping these organisations to identify potential opportunities for savings and collaboration, drive procurement improvement and put meaningful intelligence and analysis to good use.

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QlickiT

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“Users realise that SpendPro is a critical tool to help track expenditure, measure value and monitor and manage spend.”

Wayne Welsby,
Procurement Programme Manager,
AGMA

**PUBLIC SECTOR
PROCUREMENT
SUCCESS**
supported by
QlikView and
QlickiT

OTHER BENEFITS

- Improved spend management information
- Identification of common contracts
- Supporting improved negotiations with suppliers
- Better pricing
- Real bottom-line procurement spend savings
- Excellent spirit of co-operation between members
- Quicker dispute resolution with suppliers
- Instant reporting from large data volumes
- Customisable Dashboards
- What-if scenario analysis

ENABLERS:

THE QCLICKIT VIEW

“AGMA is a great example of what can be done with QlikView technology in this area to shed greater insight into purchasing activities.

We're delighted they have deployed this technology with such impressive effect, illustrating that anyone who needs greater control and understanding of their spending can look to QlikView and QlickiT to make that happen.

They have been extremely innovative in their use of QlikView in this ground-breaking area and I'm pleased that our many years of experience across the Public Sector in Spend Analysis has contributed to such an unqualified success story,”

John Elliott, Managing Director, QlickiT.

THE QLIKVIEW PLATFORM

The QlikView Business Discovery solution bridges the gap between traditional BI solutions and inadequate spreadsheet applications.

Its in-memory associative search technology created the self-service BI category, allowing users to explore information freely rather than being confined to a predefined path of questions.

Appropriate from small to the largest global enterprise, QlikView's self-service analysis can be deployed with data governance in days or weeks.

The QlikView Business Discovery platform's app-driven model works with existing BI solutions, offering an immersive mobile and social, collaborative experience.

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