



A Closer Look.

At our Case Studies.

Client:

Hagemeyer UK Ltd.

Market Sector:

Distribution Services

“The process of migration from our supplier to Staples Advantage was fully supported, impressively smooth and trouble-free.”

Jeremy Harris
Marketing Manager

Staples Advantage Provides Hagemeyer with Storage & Distribution Solutions

The Challenge:

- Rationalise supplier base
- Store and distribute bespoke products
- Phase the rollout of revised accounting practice

The Result:

- Utilised advanced distribution and warehousing infrastructure
- Phased roll out plan provided by Implementation team
- Increased levels of service and account management

The Client:

Hagemeyer turns over approximately €5.6bn worldwide, and employs 17,200 people in some 25 countries across Europe, North America & Asia Pacific. Hagemeyer is a business-to-business distributor of electrical parts and supplies, safety and other Maintenance, Repair and Operations (MRO) products to contractors in the Construction and Installation market and to other Industrial users. The UK operation is formed by four main companies – Newey & Eyre, Parker Merchating, WF Electrical and Hagemeyer Industrial.



A Closer Look

Hagemeyer



HAGEMEYER

The Need:

Keen to rationalise its supplier base, Hagemeyer needed a vendor who could also store and distribute bespoke marketing materials on behalf of Newey & Eyre.

The company also wanted to devolve its accounting functions for all its office and computer supplies purchases downwards to its operating companies and cost centres, and needed suppliers who could handle a phased rollout of this programme.

The Solution:

By utilising its advanced distribution infrastructure and extensive warehousing space, Staples Advantage is able to store marketing materials alongside other everyday office consumables. This enables Newey & Eyre to order these items at the same time as its other office and computer supplies and receive deliveries the next working day.

The changes involved in devolving its accounting function required the Hagemeyer procurement manager to have total control of the process, which necessitated a phased rollout. The Staples Advantage implementation team visited each company within the group and offered a unique implementation project plan, including bespoke user guidelines, for each of the 280 UK locations.

With proactive account management in place and a strategic business development plan agreed, Hagemeyer is now looking at Staples Advantage for a global solution to their business consumable needs. Hagemeyer is also conducting a feasibility study on Staples Advantage sourcing, storing and distributing promotional marketing items on its behalf, and has already utilised Staples Advantage' distribution infrastructure to distribute 30,000 catalogues to its branch and sales network.

The high levels of support offered by Staples Advantage' approach, including a dedicated customer service team, has resulted in increased service levels and has cemented Hagemeyer's view that Staples Advantage is a professional organisation to partner with.

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