



A Closer Look.

At our Case Studies.

A Proven Partnership for Success

SIEMENS

Client:
Siemens

“Staples Advantage is an integral part of Siemens procurement process. We have a proven partnership that strives for continual improvement, savings and success”

Wayne Warburton
Purchasing Manager, Siemens

Established in the United Kingdom 163 years ago, Siemens employ more than 21,000 people in the UK, including about 5,000 in the manufacturing sector.

With revenues of £3 billion and exports of £500 million, Siemens provides innovative, high-quality services and solutions to customers in a diverse range of industry sectors, that include power, automation and control, information and communication, medical, transportation, lighting, and household. Siemens Procurement and Logistics department manages all print, stationery and consumable purchasing for all of the UK wide divisions of Siemens. Therefore, not only was a single source supply needed to manage their requirements, Siemens also needed a print solution that could provide a quality and competitive offering that was able to effectively integrate its 30 plus operating divisions into the agreement. Staples Advantage was able to provide a print solution that involved dedicated account management, regular customer visits, an online ordering platform to enable the numerous sites to order bespoke printed stationery and a dedicated print team consisting of three staff to handle any bespoke adhoc requirements.

In addition to this, a stock, storage and distribution solution was introduced to allow stock management and a next day delivery service with an integrated sales strategy to increase end users awareness of Staples Advantage.

With all of this in place, Staples Advantage was successfully able to help support Siemens procurement to achieve their consolidation objectives.