

Workware:

improved standardization and reduced cost

THE CLIENT:

Automotive company.

THE CHALLENGE:

Find a suitable supplier for workwear laundering and repair service for the client's plant.

OBJECTIVES:

Obtain better prices.
Maintain quality standards and ensure price stability for 36 months.

APPROACH:

CEPROCSTM initiated a call for tenders.

3 suppliers were invited to place their bids.

The 3 suppliers underwent a comprehensive pricing and technical evaluation.

RESULTS:

An alternative solution to the one that was currently in place was developed with the selected supplier, which led to 38% savings for the CEPROCS™ client.

Clean and functional workwear of high quality greatly improves a company's image and is an essential factor when speaking of occupational health and safety as well as feeling comfortable at work. While many companies are still debating whether to buy or rent workwear, there isn't much of a debate when it comes to maintaining it. It's much easier and even more cost-effective to find a service partner that can guarantee that employees will always have clean, safe and compliant workwear. In this case, the CEPROCS™ CLIENT – a large automotive company – had a long standing contract for more than 15 years with a supplier that provided full leasing of workwear, washing of the gloves as well as distributing and maintaining the garments lockers. The complete package supplied to the client's plant included washing, drying, finishing and permanent repairs of garments and gloves, the collection of dirty garments and gloves, as well as the delivery of the packed laundry and the sorting into the lockers of the employees.

The CHALLENGE for the CEPROCS™ team

was to find either a new and more competitive supplier, or determine the current one to offer an alternative package.

The key OBJECTIVES of this project were:

- Obtaining better prices.
- Maintaining high quality standards and
- Ensuring price stability for another 36 months.

Initiating a call for tenders was the main STRATEGY applied by the CEPROCS™ team. A total of 3 suppliers were invited to place their bids and underwent a thorough technical and pricing evaluation. Competitive pricing was a main goal for the CEPROCS™ team, as well as ensuring the hygiene and safety standards of the working environment.

Two of the suppliers offered competitive pricing but were disqualified as a result of the unsatisfactory technical evaluation. They lacked the necessary equipment to wash the garments and the gloves at the requested standard levels, as well as the experience of providing and controlling complex washing processes as requested by the client.

On the other hand, the selected supplier quoted the provided service with an 8% price increase, due to the technical investments done over the past years. An alternative service package was provided at lower prices. There were some differences in the services offered through the 2 packages. None was major enough to affect quality and standards. With the guarantee that the workwear would be optimally maintained our client accepted the alternative package.

The overall RESULTS were excellent.

The client obtained a **38% reduction** in price for the washing of garments and the maintenance of lockers, along with price stability for 36 months.

For more information on how you and your organization can profit from similar solutions, contact your CEPROCS™ representative or visit us at www.ceprocs.com

