



Client: Deverill
 Type of Business: IT Services
 Savings Achieved: £19,000+

Auditel savings add nearly £20,000 to Deverill's bottom line

In such a crowded market environment, Deverill are committed to controlling their costs and margins in order to maintain competitive advantage.



Profile:

Deverill are an IT services company based in Poole, Dorset. They provide hardware and outsourced IT management services and training to a client base that includes SMEs, blue chip corporates and the public sector.

Savings breakdown:

CATEGORY	%SAVING
Electricity	£1,200
Fixed Line Rental	£4,300
Fixed Line Calls	£564
Mobile Communications	£13,490
TOTAL	£19,554



From left to right: Ian Arundel, Auditel Consultant; Joel Jervis, CEO Deverill; Paul Maher, FD Deverill

Joel Jervis, CEO of Deverill, was therefore very interested in the Auditel proposition and appointed Auditel consultant Ian Arundel to carry out a review of their essential services expenditure in November 2004.

"I must say that I was slightly sceptical when first approached by Ian as I had always dismissed these type of services in the past. How can an FD and Chartered Accountant not already be getting the best possible prices! However, I was impressed by the Auditel approach and professionalism and realised that they would have access to a great deal more market intelligence on utility companies than I would. Allowing Auditel and their team of professional consultants to concentrate on our utilities left me to devote my management time to other areas." Paul Maher FCA, Finance Director Deverill Limited

As well as negotiating improved new rates for landline calls, Ian's expertise enabled him to pick

up and correct an error on the first set of new bills. He was also able to upgrade 25 of Deverill's sales staff and senior managers to email-enabled smartphones, with no upgrade fees or hardware costs and on a more competitive tariff than previously enjoyed. This new operational facility will significantly improve the productivity and operational flexibility of their sales and management staff.

Using Auditel's network of third party experts, Ian also introduced Deverill to EL Rating, a firm of chartered surveyors and rating consultants who have prepared an appeal against past and future rating valuations.

Although an audit of gas consumption was done, there were no savings to be made on the existing deal or usage patterns nor could any savings be found against their water and sewerage charges. However, Ian will continue to keep a watching brief on these overheads to identify any savings opportunities that might arise in the future.

"Within a short period of time Auditel had identified annual savings in excess of £10,000, a very acceptable addition to our bottom line even after allowing for their charges. I have no hesitation in recommending Auditel to other organisations as I am sure that it will prove to be a positive experience." – Paul Maher FD, Deverill Limited



Lowering the cost of doing business