

AUDITEL IN THE
business services
sector



Profile:

Besana UK Limited, based in Ipswich, Suffolk is the British division of Italy-based Besana Group – one of the largest fruit & nut distributors supplying major supermarkets and food manufacturers across Europe.

Now fully BRC (British Retail Consortium) certified, Besana UK was opened in 1989 to introduce its products to UK and Northern Europe from its processing plants in Italy where Besana coordinates the production of over 2,000 growers producing more than 20,000 tons of nuts and dried fruit every year.

Besana UK has a team of 30 people operating as a sales, marketing, logistic and distribution platform throughout the U.K.

Savings breakdown:

CATEGORY	SAVINGS	
Energy	£24k pa	30%
Janitorial Supplies	£15k pa	67%
Telecoms	£13k pa	40%
Office supplies	£11k pa	52%
Waste	£13k pa	32%

Auditel's wide-ranging expertise and commitment are invaluable to Besana UK as they relocate.



Following a personal referral from Simon Melik, Besana UK's General Manager, Auditel were initially engaged in September 2012 to look at electricity costs. Following their initial investigation these were found to be out of contract and costing Besana much more than they should have been. They were immediately placed in contract, which delivered a 30% saving amounting to £24k pa.

However, due to Besana UK's imminent relocation from their premises in Rissington to a new factory, offices and warehouse in Ipswich, further cost management projects were put on hold. But then, in September 2013, Auditel were asked back to help with the move.

Simon comments: 'The task of moving our factory and offices to the other side of the country while continuing to trade and serve our customers was enormous. Auditel's assistance has been invaluable. The time they saved myself and my staff has been of enormous benefit during this period and allowed me to concentrate fully on our customers throughout the move.'

Relocation is a complicated and stressful process, but it also offers a good opportunity to ensure that all the essential services and products are a good fit for an organisation's needs.

Auditel's wide-ranging expertise could now really come into its own. Simon continues, 'Auditel handled everything with great professionalism and attention to detail. The work they carried out took a considerable amount of time, organisation and expertise to deliver. It included an upgrade of our power supply and the installation of a new telephone system and data circuits. Auditel oversaw the installation of an LPG tank, air-conditioning units, water coolers and heating system and sourced new office furniture. In addition to this, they tendered for waste contractors, cleaning contractors, stationery suppliers, janitorial suppliers and a laundry service for our new premises. They also handled the termination of all contracts at our old premises in Rissington.'

'Last, but by no means least, I would like to thank them for the impressive savings they have made. If we had not engaged Auditel we would not now be benefitting from annual savings of £24k pa (30%) on energy, £11k pa (52%) on office supplies, £15k pa (67%) on janitorial supplies, £13k pa (40%) on telecommunications and £13k (32%) on waste.'

An analysis of mobile and courier contracts is planned for later this year.

'The advice, reports and recommendations we received were always thorough and precise. I have peace of mind that our best interests are being taken care of and would have no hesitation in recommending your services to other organisations.' – Simon Melik, General Manager, Besana UK



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