



University of Exeter unlocks significant savings with OneAdvanced



“OneAdvanced is a true enabler in our organisation. You have unlocked day to day accessibility for our customers which wasn’t there before. You have also been one of the key mechanisms we are utilising to support our sustainability agenda.”

Client:
University of Exeter

Industry:
Education

Location:
United Kingdom

OneAdvanced Product:
Purchasing



**University
of Exeter**

About the University of Exeter:

A globally ranked university, the University of Exeter is acutely aware of its environmental responsibilities. The university ranks among the top institutions globally for its pioneering research into responsible consumption and production, clean water and sanitation, and comprehensive climate action.

A key contributor to their success in some of these areas was the launch of their new integrated service, PS Connect, transforming the way they offer Professional Services.

⊗ The Problem:

Clunky and outdated software not giving the university what they needed to run their organisation effectively and leaving too many ‘unknowns’ in their procurement program.

⚡ The Solution:

Purchasing from OneAdvanced

🏆 The Result:

Savings of £650,000 were forecast for the year, following the successful implementation of Purchasing from OneAdvanced, projections were exceeded, with savings of £400,000 in the second quarter post-launch.



“You ticked all our boxes”

The University of Exeter needed new software that could cope with their future growth plans. The team looked at their options and shortlisted five software providers in order to demonstrate their technologies.

Each provider was scored on a rigid and unbiased competency framework. Leah Jones, Senior IT Procurement Officer, said: *“OneAdvanced came out on top in almost every area, you gave us everything we needed and more. To make sure our decision was watertight, we also spoke to other HE organisations who were already using you.”*

“Your sector knowledge is an added bonus”

At OneAdvanced, our sector-specific knowledge means we can truly understand our customers. Through this deep understanding, we were able to work closely with the university to ensure the onboarding process was seamless. Leah told us: *“The fact that you had a team of dedicated people who knew the sector and had already worked with other institutions like ours removed a lot of in-house pain. Martin Weal, Exeter’s dedicated Business Development Executive, was amazing. He was extremely knowledgeable and patient with us, he made the whole process really smooth.”*





A sound structure and effective planning wins every time

Here at OneAdvanced, we realise that adopting new software can be a challenge. To support you on your journey, we maintain a specialist team who work with you to ease the process. We set out detailed and clear objectives, realistic timelines, and keep you engaged and informed at every milestone. Sarah Ascott, Assistant Director of Finance at University of Exeter, said of our approach: *“We’ve even utilised parts of your implementation framework in our own internal projects, especially the soft launch which was instrumental in our success.”*

“You delivered on time and on budget”

Through effective planning, continual engagement and collaboration, and the openness and trust given to us by the university, OneAdvanced were able to deliver to exact requirements. Sally Porter, Head of Procurement, said: *“You delivered on the exact date you said you would, on budget with a superior customer service. This made it the easiest project I’ve ever worked on.”*

“We underestimated how much we would actually save”

The university forecast an annual saving of £650,000 ahead of the ‘go live’ date. Donna Fitzgerald, Director of PS Connect, said: *“Following the successful implementation of Purchasing from OneAdvanced, projections were exceeded with savings of £400,000 in the second quarter post-launch, and if this trend continues, we will have easily met our financial savings target.”*

Since the launch of their New Procurement Operating Model, it is clear to see that the hard work done by the university is paying off. The team at OneAdvanced are proud that we can support by providing the technology and customer experience that enables University of Exeter to overachieve on already ambitious goals. Sarah explained: *“The university now has full control, insight, and governance over our contracts, and we are continuing on the same trajectory.”*



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Sarah Ascott, University of Exeter, Assistant Director of Finance



“We’re now on the global ‘sustainability’ map”

The university is truly an environmentally conscious organisation and globally ranked in many key environmental and social areas.

The University of Exeter is:

- 1st globally for Clean Water and Sanitation
- 6th globally for Life below water
- 7th globally for responsible consumption and production
- 12th globally for climate action
- Top 20 globally for zero hunger

On sustainability, Donna told us: *“The University of Exeter has several mechanisms in place to support responsible procurement, including Purchasing from OneAdvanced. It features sustainable providers and its functionality plays a key role in promoting sustainability by encouraging more conscious purchasing decisions.”*

OneAdvanced powering Exeter’s world of work

Donna said of our impact: *“OneAdvanced is a true enabler in our organisation. You have unlocked day to day accessibility for our customers which wasn’t there before. You have also been one of the key mechanisms we are utilising to support our sustainability agenda. Thank you.”*



Powering the world of work

OneAdvanced is a leading provider of sector-focused software, headquartered in Birmingham, UK. Our mission is to power the world of work through software that effortlessly gets the job done for our customers giving them the freedom to focus on thriving for their customers and people.

Customers trust OneAdvanced to deliver digitalisation through innovative technology, addressing business problems through intelligent insight. Our years of sector knowledge means we are a strategic partner to our customers, who use technology that touches the lives of millions of people every day. From caring for patients in the NHS and social care to meeting tenants housing needs; supporting learners in education and apprenticeships to navigating complex legal matters; and making sure goods get to their destination on time navigating complex supply chains.

Get in touch



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