

## 'Pretty Good' Stuff is the Verdict from Brooklands!

Brooklands College in Weybridge, Surrey, provides an extensive range of further education courses to school leavers. From professional and higher education to apprenticeship training and workforce skills, Brooklands offers a range of courses to suit everybody's needs.

Phase has been supplying desktop stationery to Brooklands College since 2007. The College carries out regular pricing comparisons to ensure it receives best value for money. Phase Account Manager, Sue Harris has set Brooklands up with a 'core list' of high usage products. Using the online ordering system, the College's purchasing team not only have access to this, but can also view all the products in the Phase catalogue. If products are needed outside the core list, Marko Riezebos, the college's Purchasing Supervisor, contacts Sue who arranges a discount on the selected goods.

In addition, Sue Harris keeps a watch on the orders placed by Brooklands College. If products outside the College's core list are

being ordered regularly, these items will be added to the contract list. This helps keep the College's costs down - very important, particularly in this economic climate.

Brooklands College is currently installing an electronic purchasing system to streamline its procurement process. Phase has been instrumental in helping implement this by providing electronic versions of its stationery catalogues. It is this level of service which is appreciated by Marko Riezebos. He comments:

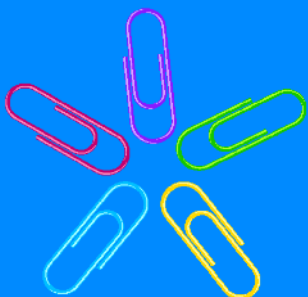
"I've been using Phase since I started work at the college 18 months ago. One day, a box was left on the van by mistake and Phase sorted it out immediately. One thing in 18 months ... I call that pretty good! It's the quality of their products, the service, and the competitive prices which makes Phase different."

**Marko Riezebos**

Purchasing Supervisor

Brooklands College

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## Local Supplier and Keen Prices for Strode's

Strode's College is a specialist in the education of 16 - 19 year olds. Based in Egham, Strode's has been a 6th Form College for nearly 35 years, and is the largest provider of Advanced level education in north-west Surrey. In addition, Strode's serves the community with a wide range of evening classes, a Foundation Degree, and courses for local industry. The College has an impressive history which dates back to 1706, when the first school was built on the present site.

Sue Harris of Phase Office Supplies has been working with Strode's College since 2008. The College was experiencing delivery and invoicing problems and was seeking a new supplier when Regional Account Manager, Sue Harris made contact. As part of the community, the College's ethos is try and use local suppliers, where possible. Phase not only fulfilled this criteria, but also quoted significantly lower prices than the College had previously been paying.

Early in 2009, Strode's College had to equip two new buildings on the campus. New furniture and other items were needed, but the College was faced with lead times of several weeks. Phase came to the rescue and was able to deliver the necessary equipment at short notice, some of it with a next day delivery.

Mandy Smith, Strode's Procurement Officer, handles the stationery ordering for all the teaching departments of the College. Sue Harris has arranged contract prices to ensure the College isn't affected by any fluctuation in costs. This 'specials list' is flexible, and new items are added as and when required. Sue is in regular contact with Mandy Smith, making sure the College's stationery ordering process is streamlined and efficient. At present, Mandy places her orders by fax for next day delivery and the invoicing process is quick and easy.

2009 has been an exceptional year for Strode's College with the opening of two new buildings. The College would not normally buy such large amounts of furniture and other equipment. Mandy Smith is delighted with the service provided by Sue Harris and Phase.

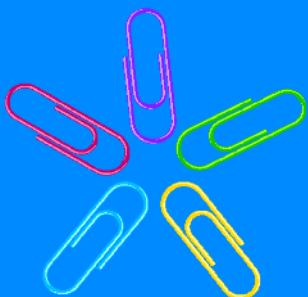
"Sue is really helpful and we know Phase will source anything we need - even if it isn't on our contract list or in the catalogue. The service is excellent and if we need prices or any other information, Sue responds immediately."

Mandy Smith

Procurement Officer

Strode's College

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