

## Joint Procurement – Estimated Savings\* for Tauranga City Council

	BENEFITS SUMMARY	2021-2022	TOTAL SAVINGS
<b>Insurance</b>	Better insurance cover with updated contracts. Material Damage renewed on rolling subscription. Continued full coverage for all councils in all categories, incl Material Damage, Business Interruption and Motor covers, following major events and hardening markets. Increased loss limits and coverage.	\$510,107	\$4,287,727
<b>Office Supplies</b>	Overall reduction in cost of supplies plus initiation of better ordering process online with minimum order values reduces hidden invoicing and courier costs. 2015, councils encouraged to move to AoG contract after review completed by BOPLASS.	-	\$91,017
<b>SOPHOS Antivirus</b>	Financial savings are for new users which existing users will benefit from at next renewal. Councils coloured in grey will get savings at renewal of existing contracts and discount is guaranteed going forward. Now provided under ALGIM.	-	\$32,070
<b>Internal Audit</b>	2010-2012, Use of a single consultant to do Internal audits across councils with resultant learning circulated in form of summaries to councils. RFP and new agreement 2015. Savings in audit costs and annual insight meetings. Cost benefits limited to those who have so far undertaken audits.	\$20,000	\$156,000
<b>Aerial Imagery</b>	Agreed programme achieving better quality, consistency and planned coverage bringing savings on cost, or extended coverage for same expenditure. LiDAR capture undertaken in conjunction with LINZ including PGF contribution.	\$30,597	\$156,962
<b>Print Advertising</b>	Contract for print advertising cost reduction through procurement and some common processes. 3-year contract protects savings. Contract expired 2016.	-	\$135,000
<b>Fuel</b>	Review of fuel pricing identified savings opportunities consistent with accessibility. GSB contract. 2015 BOPLASS facilitated participation in Defence Forces syndicated contract for some councils.	-	\$25,231
<b>N3 Membership</b>	Group membership to GSB providing discounts above individual council membership rates and access to GSB contracts.	\$400	\$4,300
<b>Video Conferencing</b>	Combined approach from 7 councils results in significant reduction in cost through negotiation plus savings from reduced travel and meeting times. 3-year contract locks in operational savings.	-	\$10,191
<b>Telephony</b>	Significant savings achieved through joint procurement, free calling within councils, provision in contract for collaboration in services over time. 3-year contract locked in savings, final savings subject to calculation based on use. Renegotiated rates Feb 2013. BOPLASS recommendation for all councils to move to AoG 2015.	-	\$452,400
<b>Geocortex Software</b>	Significant reduction in Year 1 cost through combined approach to purchase. Additional ongoing licence and maintenance savings. TDC stopped using Geocortex products in 2021/22 with allocations for remaining councils increasing. Other councils indicated they would also be reviewing requirements during 2021/22.	\$501	\$22,217
<b>XTools Software</b>	GIS advanced data processing and analysis software. Single BOPLASS licence provides savings to councils and simplifies purchase and upgrades.	\$2,120	\$20,573
<b>NZAA</b>	ArchSite NZ Archaeological Association membership. Single BOPLASS licence covering all councils. Discounted membership and full data access for all councils.	\$540	\$5,400

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<b>GPS Fleet Mgmt</b>	Combined approach to purchasing provided substantial discounts. Utilised by councils on a requirements base. No data available to demonstrate accurate savings.	-	\$9,000
<b>MFD</b>	Collaboration in purchasing provided discounts in TCO, print costs, equipment optimisation and integration with EDMS workflows. Common technology platform established for integration of future services. RFP and new agreement Jan 2017. No lease costs - extremely beneficial during COVID lockdown and continuing periods of low print volumes.	30,000	499,572
<b>Postal &amp; Courier</b>	Combined approach on behalf of BOPLASS, Waikato, and MWLASS councils resulted in significant reduction in courier costs, additional courier services, reduction in mail charges and introduction of business centric mail product. Contract locks in discounted fixed rates.	\$12,391	\$123,912
<b>Media Monitoring</b>	Single portal provides media monitoring and reporting services - print, radio, TV, social media - to all councils with heavily discounted rates. Significant resource savings for councils.	\$1,660	\$13,280
<b>FME Software</b>	Joint purchasing of GIS software resulted in reduction of number of licences required and reduced annual maintenance fees.	\$300	\$3,000
<b>Infrastructure Insurance</b>	Underwritten by Lloyds of London syndicates. Improved levels of cover, significantly reduced premiums. 2020, 2021 - Able to secure full placements for all councils in a very hard market only because of existing relationships and dilution of risk through the collective scheme.	\$177,636	\$587,293
<b>PMCA</b>	Print and media copyright licences. Councils paying approximately 50% of their previous costs for individual licenses while, in many cases, also receiving enhanced licences.	\$1,387	\$11,096
<b>EFTPOS</b>	Improved pricing through collective agreement. Account moved to key account with Eftpos NZ with councils now on premium customer tier including dedicated account management and improved service levels.	\$722	\$5,054
<b>H&amp;S Pre-Qual</b>	Reduced cost in design and development of the service through collaboration between BOPLASS and Waikato LASS. Annual resource savings for councils through standardisation and automation of the process.	\$10,000	\$83,000
<b>Retrolens</b>	Single storage repository and delivery process for large imagery datasets - developed in conjunction with other NZ councils. Significant savings in development and ongoing operation. Ensures readily accessible historic aerial imagery by public, councils and businesses.	\$10,000	\$60,000
<b>Occupational Health</b>	Collective contract with Waikato Occupational Health Consultancy providing discounted rates and consistent service delivery across BOPLASS & WLASS councils. 2021, Contract renewed, in conjunction with Waikato LASS.	\$5,000	\$20,000
<b>Antenno</b>	Common platform across multiple councils. Ease of use for communities. Discounted group pricing.	\$5,568	\$25,056
<b>TOTAL SAVINGS FOR TAURANGA CITY COUNCIL</b>		<b>\$818,929</b>	<b>\$6,839,351</b>

*Estimations based upon market rates or amounts paid/available to councils prior to joint procurement. Savings do not include or recognise:*

- Significant financial and resource savings made by running a single procurement process across multiple councils.
- Long-term savings achieved through the central management of contracts.
- Ongoing savings achieved through the sharing of information or expertise across councils.