



**“For us,
AXONLINE
really delivers
the goods,”**

**says Garth Cann,
Office Services
Manager, Beca**

**“AXONLINE is delivering online
procurement across a full range of
hardware and software products
faster, more efficiently and at a 30
percent lower cost than our previous
procurement processes.”**

Managed Procurement Axonline is New Zealand's largest, most sophisticated online procurement service. It allows unprecedented flexibility in terms of customer self service. Customers can choose to manage as little or as much of their procurement as suits their business – up to a fully outsourced managed procurement service. Axonline uses standard technologies, such as .Net and BizTalk, allowing easy integration with customer systems. It interfaces with Axon's full range of managed services –supporting the most sophisticated lifecycle service available in New Zealand, from selection right through to disposal. **For more information, visit www.axon.co.nz OR call 0800 80 60 90.**

Beca's Office Services Manager Garth Cann is using Axon's Axonline procurement system to deliver a full range of hardware and software products faster, more easily and at 30 percent lower cost. The system blends expert people, leading technology and the smartest online processes to provide the convenience of online self-service coupled with instant access to assistance from Axon. Axonline makes it simple for Beca New Zealand to tightly manage standardisation requirements, adhering to a global strategy that sees Beca offices worldwide use the same software and hardware standards. This assists in leveraging bulk purchase discounts, and facilitates information sharing and collaboration.



Procurement: faster, better, cheaper

Axon has gone live with its new market-leading online procurement service at Beca, an international professional services consultancy employing more than 2,000 people across the globe.

Called Axonline, the new system lets Beca select and order a full range of hardware and software products faster and more easily, at the lowest price available. Axonline seamlessly blends expert people, leading technology, and the smartest online processes to give Beca all the convenience of online self-service, with instant access to personal advice and help from the Axon team as needed.

Beca can build its own quotes, and manipulate them to explore 'what if' scenarios. A standardised quote format puts information in the same place each time, and quotes contain detailed product information along with pictures of products where appropriate. Beca can ask for alternatives to a particular product, or quickly list product accessories such as extra memory or a bag for a particular model of notebook.

"We've looked at online procurement systems in the past, but they've been too cumbersome. The new Axonline system is so intuitive and logical I didn't even have to read the user guide," says Beca's Office Services Manager, Garth Cann.

Axonline makes it simple for Beca in New Zealand to adhere to a global standardisation strategy that sees Beca offices worldwide use the same software and hardware standards.

Beca has offices throughout New Zealand as well as in Australia, Singapore, China, Indonesia, the U.K and Dubai. Managing standardisation is critical, both to leverage bulk purchasing discounts and to let Beca employees around the world share documents and collaborate on projects.

"The fewer models you have, the more knowledge you have about what equipment users are working on," says Garth Cann. "It makes it easier to get spare parts, and users don't have to learn new product information."

"Axon's new online procurement system is helping Beca to manage standardisation more tightly – as components become end of line Axonline proactively manages new standardised replacements."

Beca can easily turn online quotes into orders, replacing its old method of scanning orders and emailing them through.

"There was always uncertainty about whether the order got through, and sometimes the scans could be blurry. Now I just hit 'send' and it's done," Garth Cann says.

Garth Cann used to draw on his own product knowledge when placing orders. Axonline lets this institutional knowledge reside with the company, not solely in the heads of individual employees.

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