

**Proposal to NDMA
Commodity cost reduction
& provision of e-procurement hub**

Memorandum to: Jimmy Jewell
NDMA Chairman

Prepared by: Phil Marshall
Account Director
OCG South West Business Division

Date: 13 July 2009



ISO 14001:2004/4984 ISO 9001:2000/4984

We have been accredited with the ISO14001 environmental standard and continue to work towards reducing the carbon footprint for our customers and our business. For more information visit www.netstationers.co.uk



Dear Jimmy

It was a pleasure to meet you last Thursday, 9th July. As requested I am summarising the key points we discussed around our cost reduction proposal.

OCG Background

Established in 2000, Office Canopy Group (OCG) is an umbrella organisation focused on minimising the cost of buying commodity goods in the corporate sector.

With our operating bases across the UK, including Devon & Cornwall, we are providing our services to a wide client base including well known brands such as AMEC, Mace, Balfour Beatty, Bourne Leisure, Tate & Lyle, IESA, Brewin Dolphin and Standard Chartered Bank to name a few.

Some NDMA members are already using us for supply services through one of our trading divisions, Netstationers.

In 2007 & 2008 we were listed in The Sunday Times Tech Track 100, meaning that we are in the top 100 fastest growing private tech companies in the UK. With current growth of around 30% p.a. we hope that we will have a placing in this years listing as well.

We have quality and environmental management systems with ISO9001 and ISO14001 accreditations.

Further information can be found at www.ocgplc.com

Why NDMA?

In today's toughening economy particularly affecting the manufacturing sector, we want to help members of the NDMA on a local level to significantly reduce their commodity procurement costs quickly and effectively.

We also believe that our partnership with the NDMA will provide new marketing opportunities for the association to attract additional members.

This proposition has not been made to any other manufacturing association in the South West so we believe it will help the NDMA leverage their collaborative discussions with other like minded associations in the region.

The proposal includes generating revenues back into the NDMA for the benefit of members based upon 3% of all sales generated through our subsidiary companies.

In essence we want to add tangible value to the NDMA and member companies and explore opportunities from which we all derive a commercial benefit.

How?

We will provide members of the NDMA access to our OCG Fusion web enabled e-procurement software. This will be available at no cost to those members that trade with us.

By providing complete visibility and control over all purchasing transactions we reduce consumption and aid negotiation with suppliers. We offer a complete suite of application tools to control users, product catalogues, suppliers and data exchange with existing business systems.


The software is tuneable to individual company requirements and is designed with the user in mind to streamline procurement process and optimise efficiency.

Through our subsidiary supply companies we guarantee to reduce purchasing costs on commodities such as stationery, office supplies, furniture, print, work wear, janitorial and alike. Additional suppliers of choice can also be included.

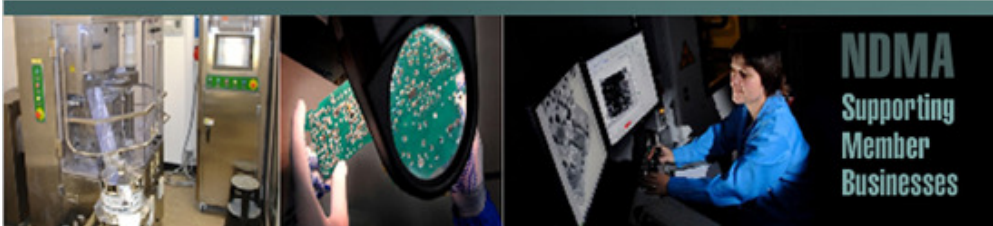
We believe in long term working partnerships that benefit all parties. Our aim is to work closely with the NDMA and its' members and have continued positive impact.

NDMA OCG Fusion website URL: <http://ndma.fusion.ocgplc.com>

13:12 Mon 13 Jul 2009



NORTH DEVON MANUFACTURERS ASSOCIATION



NDMA Supporting Member Businesses

Need help?
Having trouble logging in? Need help or assistance? Please contact us and we will be happy to help.

Help Desk
0845 450 1404

Email us
You can email our support team here [email us](#)

Procurement Portal

Welcome to the NDMA Supplies Procurement Portal

OCG's aim is to work closely with the NDMA to help member companies significantly reduce their commodity costs through our subsidiary trading divisions and other suppliers of your choice. Our bespoke web enabled e-procurement software will provide you with full control and spend visibility whilst improving procurement process and efficiency. If you have any suggestions or ideas that you think could improve your procurement experience we would be very pleased to hear from you - please mail us by [clicking here](#), or call us on 0845 852 1998


username

password

[forgotten your password?](#)

powerful purchasing

This system is powered by ocfgfusion, the latest in procurement technology. Fusion saves time, money and creates the ideal environment for multiple suppliers in one place, making purchasing easy. If you would like to know more about how ocfgfusion can benefit you and your business please contact us on 01737 852119 and speak to Gary Burns, our Sales Director.



This site is powered by ocfgfusion technology

Next Steps

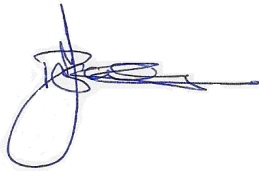
We discussed presenting our proposal to the NDMA on 23 September, please let me have further information on the arrangements.

Naturally, some members may feel that they want to do something immediately and start saving money "today". If so I would welcome their contact and can be reached on 0845 652 1996 or 07877 825139 or by email at phil.marshall@ocgplc.com

As you are aware I am based at the local office near Holsworthy so can easily meet with the NDMA and members as required.

I look forward to working with you on this proposal and wait to hear further from you.

With best regards

A handwritten signature in blue ink, appearing to be 'Phil Marshall', with a large loop at the start and a horizontal line extending to the right.

Phil Marshall
Account Director
OCG South West Business Division