



## Case Study Datacoms Sourcing Wave



progress, manage & learn

PML specialise in the provision of bespoke service orientated solutions within all business sectors and markets. Companies seeking to develop and improve both their performance and efficiencies utilise the services of PML within the following, inter-related categories:

- Integration
- Change
- People Management
- Performance
- Audit Services
- Property & Facilities

### PML Group

Polden House  
Meridian Gate  
Marsh Wall  
London  
E14 9YT

Tel: 0207 510 0019  
Fax: 0207 510 0061

E-mail:  
[pml@pmlgroup.com](mailto:pml@pmlgroup.com)

URL:  
<http://www.pmlgroup.com/>

### Project Overview

Transport for London has undertaken a structured procurement efficiencies programme encompassing all of the key commodity areas, including Datacoms. As part of this process, PML have been the Team Leader for the development and implementation of the Datacoms Sourcing Wave, resulting in the whole range of PML's management skills being utilised.

### The Service

- Compilation of current spend and contract data across the TfL Group
- Construction and refinement of a Total Cost of Ownership model
- Creation of a savings achievement plan and targets
- Development of implementation plans
- Provision of stakeholder support to ensure successful implementation
- Analysis of the supply market conditions, supplier capacity and capability
- Completion of market testing
- Implementation of advanced 'Demand Management' techniques
- Management of the benefits realisation and tracking process

### The Benefits

- Realisation of bankable savings
- Development of infrastructure and processes for continuing benefits creation
- Efficient and effective allocation of resources
- Progressive methodology incorporating procurement best practice
- Structured and transparent communication to all stakeholders

### The Value of PML

- Fully accountable for results of sourcing wave
- Commitment to client for the ownership and delivery of solutions
- Demonstrable track record of successful delivery
- A skilled, flexible and experienced team