

Dell reimagine their relationships through Advanced



Background

Dell EMC, a multinational computer technology company, has been a valued supplier on the Advanced Marketplace for over 10 years since going live in 2006.

Our journey before Advanced

The UK public sector had started to introduce the notion of eProcurement as a forward thinking way of purchasing. We have previous eProcurement experience from our previous work with organisations in various other sectors and wanted to use this to our advantage with the help of Advanced.

The Advanced solution

Advanced assists us immensely, since setting up the CXML ordering it takes the process off our plate so the supplier can concentrate on other aspects. This has proven to save Dell EMC both our time and money and ensuring there are minimal errors.

Working with Advanced

As a result of working with Advanced, we have more connections within higher education than

any other sector we work in and the higher education sector are now the forerunners in eProcurement.

Our good communication with Advanced has made relationships with our buyers more effective. Advanced brings our customers to us, and encourages our buyers to purchase electronically making our system work effortlessly.

The future with Advanced

Our long-lasting relationship with Advanced has proven successful in making the implementation easy and hassle free, and we look forward to collaborating more with them in the future.

Rob Dawson, our Lead Online Business Manager for the UK says, *"The Advanced team are experts in their field, we feel safe in the knowledge that their experience ensures that we are in capable hands. Our partnership requires minimal effort, basically they do all the hard work for the customer!"*

Our current position in the higher education sector is fantastic and we are keen to work with more NHS Trusts and hospitals in the future, as the healthcare sector looks at how eProcurement is used so well in other areas.

Client >

Dell EMC

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