



On-demand print,
stock management & fulfilment

BPEC

Project:

BPEC, a national provider of training courses reduces waste with on-demand training manuals

Vertical Market:

Business Services

Business Application:

The British Plumbing Employers Council (BPEC), is a nationally recognised provider of training courses and training resources specifically focused at the Building Services Engineering Industry. They produce a range of 22 training manuals in a variety of different formats including perfect bound, wire-o-bound and in presentation binders which are available to their approved training centres and individual learners.

Program Objectives:

Reduce waste of pre-printed materials

Description

Irongate Digital approached BPEC with a view to changing the way they purchased and managed stock of their training manuals. We identified an opportunity to provide a single source using our on-demand printing and distribution capability.

BPEC were printing large stocks of each manual which were then stored and dispatched on request. This was in the belief that the unit cost was lower if ordering larger quantities. On assessing their specific needs, we not only identified that a large amount of capital (over £100,000) was being tied up in unnecessary stock but that much of that stock became out of date before it could be used due to frequent legislative changes. Therefore obsolescence and waste was a costly problem.

Irongate's **on demand printing proposition** was a perfect fit for BPEC. We advised them to reduce their stock to a much smaller quantity (buffer stock) which would meet their immediate needs and then utilise our print on demand service to routinely top up this buffer stock based on current and projected usage.

We introduced a **stock management solution** and established minimum stock and re-order points. Initially all reprints had to be approved by BPEC but as the contract progressed, we were soon trusted to order top-up stock by monitoring stock reports on a daily basis.

In addition to the print production, Irongate Digital was also entrusted with the **storage and dispatch** of the training resources to individual learners and their approved training centres throughout the UK. We receive daily orders by 11am which are then picked, packed and dispatched via a recognised and approved courier provider for next day delivery. This can be single items or larger volumes

requiring same day delivery. We feed back to BPEC daily dispatch details for online tracking.

Stock reporting takes place on a monthly basis along with a full cost breakdown of distribution charges for the month which are based on an approved price matrix with specific price/quantity breaks yielding volume discounts.

We are now also supplying a range of associated products including marketing materials, office products, operational print and approved centre signage which illustrates our ability to become a single source supplier.

For the future, we are researching the possibility of providing an online portal where training materials can be ordered and paid for on-line as well as creating a marketing portal for the approved assessor centres.



The Results

- Personalised information kits set them apart from competition
- Reduced postage costs by more than 30%
- Production costs reduced by 80p per prospectus
- Reduced waste
- Enhanced service to BPEC customers

“Irongate is an essential supplier in BPEC’s day to day business , handling all our print material , training manual production and storage and distribution.

We have always received a highly professional, efficient and dedicated service from Irongate – they are always willing to go the extra mile to help us”

Paul Cullen Business Development Manager BPEC

