

COSTS & CARBON MANAGEMENT

Helping organisations on their journey to
Net Zero, in a measurable, meaningful,
and self-funding way.

Carbon & Procurement Partnership



SCOTTISH WHOLESale ASSOCIATION
The voice of the Scottish Food, Drink and Allied Trades

Reduce Your COSTS Reduce Your CARBON

Carbon & Procurement Partnership



Scottish Wholesale Association in partnership with Auditel, The Cost, Procurement & Carbon Solutions Company.

In the current challenging economic climate, organisations are battling with the desire to drive growth and profitability, whilst investing in low carbon emitting technologies to reduce their carbon footprint and speed up their journey to achieving Net Zero.

WE CAN HELP YOU REDUCE YOUR CARBON EMISSIONS AND COSTS AT THE SAME TIME

We can help improve cash-flow, increase profitability, lessen the administrative burden and free up internal resource. Our offer to clients is simple. We will provide the expert resource that is required to make a tangible difference across the full range of your purchasing spectrum. We work with many Food & Drink companies in the UK and over 1000+ clients across all sectors.

IMPROVED CASH-FLOW AND INCREASED EBITDA

Auditel have proven track record of delivering improved cash-flow and increased EBITDA within the food and drink industry for clients such as United Wholesale (Scotland), British Bakels, Finlays and many others.

We are well versed in serving this market to ensure that our clients receive best value from their supply chain across their entire indirect spend without any compromise to the quality or service they are getting from their suppliers.

We understand that cash flow will remain a major issue for the majority of companies and is particularly under pressure

now with the rising cost of energy and fuel, distribution & logistics issues and late or non-payment of good already delivered.

The Food & Drink sector is always under considerable pressure to deliver more for less and even before COVID19 and EU Exit the industry was facing a skills shortage which could increase labour costs and eat further into already tight margins.

This is why proactive and effective cost control is one of the most important factors in driving a profit surplus into the financial statements. The aim of our engagement is to ensure that our clients improve their supplier relationships, strengthen their negotiating position and improve efficiencies and processes. This leads to time and resources being released back into the business. It is not purely about price!

HOWEVER, THE COST SAVINGS CAN BE REMARKABLE, 6 FIGURE ANNUAL IMPROVEMENTS TO PROFIT ARE NOT UNUSUAL.

And we can do it with no direct cost to the client.

With our self-funding contingency model, we can release cash back into the business that can be reallocated to their immediate priorities. We do not invoice our clients until they have seen the savings achieved and banked, our fee is raised against reported evidenced gains and NOT on projected gains.

OUR MISSION: Helping organisations on their journey to Net Zero, in a measurable, meaningful, and self-funding way.



Is it time to start your journey to NET ZERO?



NET ZERO DOES NOT HAVE TO COST THE EARTH

With the UK Government’s commitment to a low carbon world, the drive to carbon neutrality and achieving net zero is dominating organisations’ future decision making.

We can help your organisation demystify and provide clarity to this complex subject of achieving net zero. We deliver expert guidance and resources to calculate your carbon inventory, create your carbon footprint report and develop your carbon reduction strategy. All our solutions are designed to allow future verification for PAS2060, accreditation for ISO14064-3 and meet the requirements of PPN06/21.

We help our clients on their journey towards Net Zero by simplifying the process. We begin with a couple of easy steps, which could lead you to be verified as Carbon Neutral within 12 months, to an internationally recognised standard.

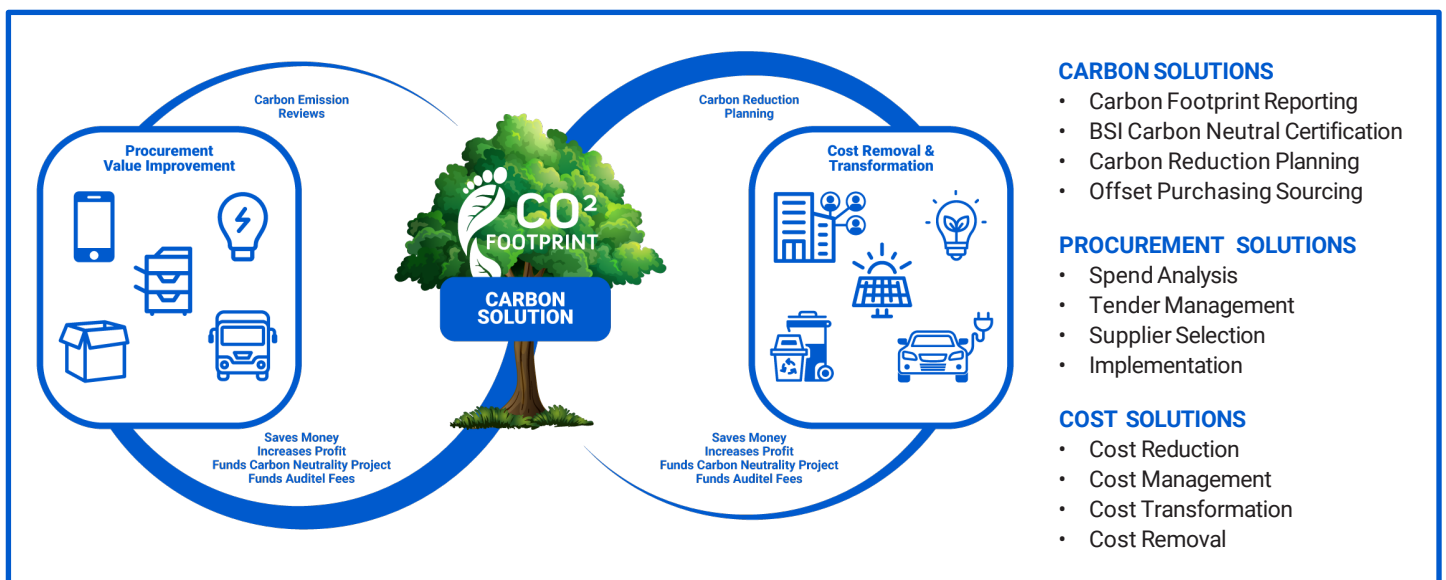
However, many organisations believe the changes that they will have to make to achieve net zero will be time-consuming, costly and with all the conflicting information, a little daunting.

This is far from the truth, as there are many incentives to help businesses become greener & leaner without costing the earth.

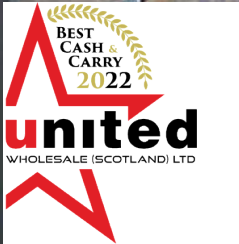
We work closely with our client’s operations, procurement & finance teams to add value by bringing in specialist expertise as and when required to help them redirect resources from their overheads to improve the bottom-line and fund decarbonisation projects.

Auditel have a network of over 100 procurement specialists who are all experts in their own field, and we cover over 100 different cost categories, from energy to fleet, waste management to mobiles, office stationery to workwear. We bring these experts in on a project-by-project basis for our clients to give them the expertise just when they need it.

AUDITEL’S COST, PROCUREMENT & CARBON SOLUTIONS MODEL



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"We have been engaged with Auditel for over a year now and they have assisted us on many projects including energy efficiency and procurement, fleet, waste management, merchant services, FLT's amongst others. The advice we receive is always thorough and precise, and I always believe they have our best interests at heart.

When Auditel talk about a self-funding service, it really is true. They have become a trusted outsourced member of our team"

Chris Gallacher – UWS Managing Director

Using our procurement expertise, we make sure any action taken to improve your environmental credentials have a strong and potentially self-funding business case, because we truly believe that being Carbon Neutral doesn't need to cost the Earth.

				
<p>Resource</p>	<p>Knowledge</p>	<p>Expertise</p>	<p>Tools</p>	<p>Buying Power</p>
<p>Dedicated resource that adds considerable weight to your current procurement & sustainability team</p>	<p>Detailed procurement and decarbonisation knowledge of what best value looks like and how to achieve it, whilst delivering low carbon innovation</p>	<p>Hand-picked procurement specialists negotiating on your behalf, who have long careers working in over 100 different expenditure areas</p>	<p>Unique carbon foot printing and procurement analytical tools that make sense of complex data - allowing you to make informed decisions</p>	<p>Access to serious buying power due to supplier relationships and unique pricing frameworks exclusive to Auditel</p>

Some of the areas that we typical support within the Food & Drink sector

- Energy & energy efficiency
- Waste Management & Recycling
- Fleet (commercial and non-commercial)
- FLT & MHE equipment
- Net Zero / Carbon Neutral
- Fuel
- PPE and workwear
- Logistics
- Janitorial supplies
- Laundry
- Communications and IT (mobiles, voice, data, hardware, software)
- Hire purchase and lease assets and equipment
- Compliance and HR (SECR, ESOS, Private Health Cover, Employee Benefits etc)

OVER 1000+ DELIGHTED CLIENTS ACROSS ALL SECTORS



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JUST A FEW OF OUR CLIENTS WE ARE HELPING TO BECOME NET ZERO

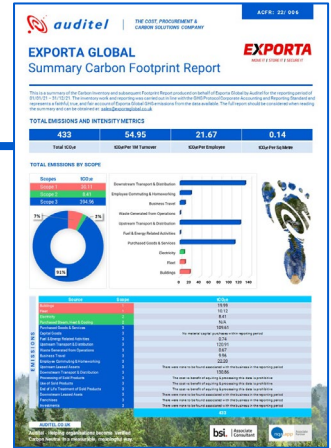


Auditel help EXPORTA, strategically execute their commitment to Net Zero



“Our customers can be sure they’re working with a supplier committed to sustainability. It’s easy to make the right noises about being green and sustainable but it takes work to actually take action and really make a difference. For our customers looking to work on their own emissions, they know that Exporta is the sustainable choice when it comes to plastic pallets and other product handling goods.”

Shona Laing, Head of Business Services

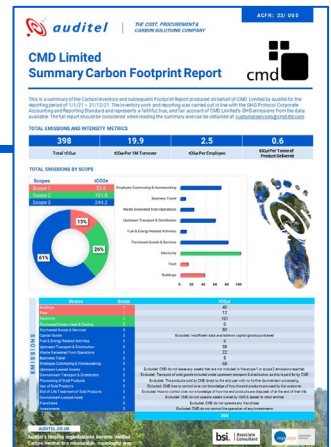


Auditel help ‘Make CMD Carbon Free’ while on their journey to Net Zero



“Auditel’s support has been exceptional. It helped us create our vision of making CMD Carbon Free. This journey to net zero will become part of our culture as a company. We have got posters around on our walls and we are giving each department the opportunity to consider challenging our suppliers to ensure we are considering carbon impact as well as price and quality.”

Jamie Cox, Operations Manager

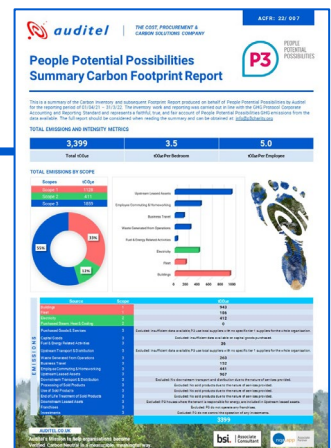


Auditel help P3 take action to measure & drive towards becoming Net Zero



“It is our responsibility to act in the interest of our stakeholders; the people we work alongside, our staff, our volunteers, and every single person in the communities we serve, to take action starting now. The work we are doing with Auditel will help us measure and drive our progress towards becoming Net Zero.”

Mark Simms CEO, (P3)



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