

# CASE STUDY: SPEND ANALYSIS

## PROCUREMENT LINCOLNSHIRE

Lincolnshire Category Analysis Tool (LCAT) is the cornerstone of a category management approach to regional procurement for the East Midlands.

Procurement Lincolnshire in the United Kingdom is a shared service partnership between eight local authorities in the East Midlands.

Together they spend more than £600 million a year on buying in goods and services.

The partnership aims to save taxpayers money by smarter procurement and efficiency savings on goods and services.

### ISSUE:

#### PROCUREMENT LINCOLNSHIRE CHALLENGES

- Develop a bespoke spend analysis platform
- Instant user friendly reports for senior management
- Identify millions of pounds in efficiency savings
- Reduce time taken to produce in depth analysis



**£3 MILLION  
SAVING IN FIRST  
YEAR**  
for Procurement  
Lincolnshire

UK's No. 1  
QLIKVIEW PARTNER

UK's MOST  
CONSISTENT  
QLIKVIEW PARTNER

UK ELITE  
QLIKVIEW PARTNER

**QlickiT**

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Procurement  
Lincolnshire chose  
QlikView as the  
dashboard solution  
for their custom-built  
spend analysis  
platform.

SOLUTION:  
**LINCOLNSHIRE CATEGORY ANALYSIS  
TOOL - POWERED BY QLIKVIEW**

Previous attempts to analyse spend data had met with limited success.

But following a detailed appraisal the partnership decided to develop a customised spend analysis platform - Lincolnshire Category Analysis Tool (LCAT) - making full use internal data management skills and procurement expertise.

It has become the cornerstone in implementing a category management approach to procurement, and is now the focus of a regional implementation of a spend analysis system for the East Midlands.

The choice of a dashboard and Business Intelligence solution to access customised data mining reports for a more holistic view of the organisation's spend was a critical challenge for the success of the project.

Above all it needed to be user friendly to ensure buy-in at all levels across the partnership where different financial systems are in use.

and spend category. Upon opening the analysis application, it is immediately possible to see a spend dashboard for the partnership, including local/national spend, spend distribution across local authorities, and contract renewal timelines with associated spend levels.

OUTCOMES:  
**LINCOLNSHIRE CATEGORY ANALYSIS  
TOOL - POWERED BY QLIKVIEW**

In the first financial year, Lincolnshire County Council generated savings of more than £3 million with the help of its

**£24 MILLION  
SAVING**  
forecast over five  
years

“QlikView offers the ability to  
access, simply, up to date data  
that can be modelled

without any worries over the integrity of data and  
provides multiple reporting options all in a very user  
friendly way.”

Jason Jarvis  
Head of Business Management  
North Kesteven District Council

new LCAT spend analysis platform using QlikView. The estimated forecast savings from the project over the succeeding five years amounts to more than £24 million, The new system has also saved Procurement Lincolnshire around £30k a year in reducing operating costs for reports and analysis, which means the partnership is getting significantly more business value for less investment.

PARTNER VIEW:  
**QLICKIT SUPPORT OF PROCUREMENT  
LINCOLNSHIRE**

“Procurement Lincolnshire is a great example of what can be done with QlikView technology in this area to provide greater insight into purchasing activities. I'm pleased that our many years of experience across the Public Sector in Spend Analysis has contributed to such an unqualified success story” comments John Elliott, Managing Director, QlickiT.

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