



Client: J Breheny Contractors Ltd
Sector: Civil Engineering
Savings: Telecommunications

Auditel's knowledge and total transparency builds trust with J Breheny Contractors



Profile:

Formed in 1963, Breheny is one of the largest privately owned Civil Engineering Companies in the UK, and enjoys an excellent reputation with its clients, partners and supply chain.

With more than 40 years experience, they now have over 400 trained and experienced staff and operatives across four sites in Needham Market (Head Office), Huntingdon, Addington and Boston Lincolnshire, and are planning to open a fifth regional office near Bicester in Oxfordshire before Christmas.

Their close working relationships and alliances with suppliers and subcontractors alike enables them to offer value, technical support and innovative solutions.

The company also has an impressive track record when it comes to health and safety, receiving no less than 30 consecutive International Safety Awards as well as a coveted ROSPA Gold Award.

Savings breakdown:

CATEGORY	£ SAVING	% SAVING
Landlines	£4,174	10%
Mobiles	£28,631	52%



From left to Right: Paul Copsey, Auditel Consultant; Richard Cottee, Client Liaison & Pre-Contracts Director, J Breheny Contractors Ltd; and Stephen Heathcock, Auditel Consultant.

J Breheny Contractors were first approached by Auditel at the end of 2008 with a view to making sure that they weren't paying over the odds for their utilities.

Company Secretary, Richard Sivyer introduced them to Steve Goddard, Head of Business Development and IT, who had taken over responsibility for Breheny's landline and telecommunications contracts.

"I had my reservations about companies like Auditel, but was keen to see what they could do for us," he remembers. "From the very first meeting I was very impressed by their proposition. They were personable, clearly very knowledgeable and, above all, willing to listen to our needs.

"I felt that the combination of Auditel's no win, no fee approach and their complete supplier independence meant that they would be incentivised to find the best deals for us (and them)."

As a result, in May 2009, Auditel were engaged to review Breheny's spend on landlines and mobiles and if possible find alternatives to the existing arrangements.

First they tackled landlines and, although Breheny were tied into a 5 year deal with their current provider, were able to negotiate a reduction of 10% without the requirement to extend the contract.

They then analysed the spend on mobiles and, although still in contract in 2009, a review in June of 2010 resulted in Auditel more than halving their spend and delivering savings of 52% with a new supplier.

Due to signal issues at their Addington and Needham Market site this also meant project managing the installation of signal boosters at both sites for which they managed to negotiate significant subsidies from the provider.

Steve Goddard is delighted with the outcome and has nothing but praise for Auditel.

"I would never have been able to achieve these savings without Auditel's buying power and connections. They encouraged total transparency so I always knew exactly what was going on and, with their knowledge, I soon realised I could trust them completely to deliver."

"I really enjoyed working with Auditel and wouldn't hesitate to recommend them to other businesses. The outcomes have been excellent and, as well as delivering savings, they have freed me up to do more important things."

Steve Goddard, Head of Business Development and IT



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