

Case Study: LAW

WHO

- International law firm
- One of the largest in the world
- Over 10,000 users

CHALLENGE

- Incumbent Dell user looking to move to Lenovo laptops
- Seeking more competitive pricing and business change
- Required 485 laptops, including associated docks and power adaptors
- Required stock holding to call off against as required
- Needed flexibility with regards to invoicing deadlines - often required invoices prior to need for stock

SOLUTION

- Servium worked closely with Lenovo to arrive at the right machines and best value
- Offered bonded stock holding service after purchase of devices
- By hosting all stock in secure bonded warehouse, including laptops, docks, and power adaptors, able to invoice in-line with customer requirements
- Agreed soft order of devices without PO in order to beat Intel stock shortages
- Orchestrated all delivery to customer site, as well as unboxing and removal of packaging

BENEFITS

- Massive savings on price of devices
- Access to stock as and when needed
- Flexible invoicing to suit financial year restrictions
- Zero charge for bonded stock service

WHY SERVIUM?

- Longstanding valued relationship with customer
- One partner for everything
- Extremely agile throughout process
- Negotiated excellent commercials despite Intel shortage
- Common-sense approach to commercial relationship



Workspace

Servium

