



PRESS RELEASE

For immediate release

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Councils strike new deal on post

A GROUP of councils from the north west have struck a new deal that could save up to £1million a year on postal costs.

The authorities, led by the North West Centre for Excellence, have put their postal services out to tender and agreed a new deal with TNT Post.

Under the new deal, TNT post could be handling the post for all the Merseyside authorities and up to half of the Greater Manchester authorities.

The £1million saving adds up to 20 per cent of the total spent on post by the 17 local authorities who have taken part in the deal.

Under the agreement with TNT Post, councils' postage costs could be further reduced if more than 12 local authorities sign up to the agreement.

The deal with TNT Post has been reached following an extensive study by the NWCE into the north west's councils' postal patterns. It revealed that the councils, on average, issue 1,055,494 items per year, of which around a quarter are sent first class.

Councils who take up the agreement have until March next year to switch from their present suppliers to TNT Post.

Salford City Council is one of the authorities who will be taking up the new contract with TNT Post.

Terry Harrisson, procurement manager from Salford City Council, commented: "We recognised quickly the benefits of examining our current postal arrangements compared with what a new supplier could offer. We are looking forward to enjoying an improved service and better value."

Nick Wells, chief executive for TNT Post in the UK, commented: "We are extremely pleased that TNT Post will now be offered as a key postal partner to councils in the north west. By working with the North West Centre of Excellence, we look forward to seeing councils join us and reap the benefits of excellent customer service, innovation and value for money."

Neil Hind, the NWCE's procurement programme director, said: "Inspiring local authorities in the region to work together for the benefit of everyone's bottom line is one of our strengths. This agreement shows what can be achieved when councils collaborate effectively."

ENDS

Notes for Editors

The NWCE is one of nine regional centres of excellence and are the lead change agencies for local government efficiency. They are supporting councils to secure millions of pounds in efficiencies that are being reinvested in better front-line services. Uniquely placed to bring councils together, they

are run by local government, bring additional capacity and are results
focused.

Issued on behalf of the North West Centre of Excellence by:

Celia Poole

0161 342 3432

077409 30072

celia.poole@tameside.gov.uk