



## AUDIO VISUAL SOLUTIONS

Y20003

### WHAT DOES IT COVER?



# ASSOCIATED SERVICES



End User Support



Project Management



Asset Management



Service Desk



Integration



Installation



Training

## WHY CHOOSE KCS PROCUREMENT SERVICES?

**We have a shared goal** – delivering innovative business transformation through our solutions. Together we can help customers use new technologies to run businesses smarter, not harder.



## KEY BENEFITS FOR YOU...



### DIRECT AWARD

After a hassle-free procurement route to deliver the AV solution needed?



### COLLABORATION

Want to create a long-lasting, honest partnership which drives growth?



### COST EFFECTIVE

Looking to create savings and help drive business improvements?



### EXPERTISE & SUPPORT

Want peace of mind and to benefit from trusted, framework expert advice?



### CUSTOMER FIRST

Passionate about giving your customers the finest solutions to drive transformation?

Transforming business for the better, together.

# TOP 3 CUSTOMER QUESTIONS, ANSWERED...



## HOW DOES DIRECT AWARD WORK?

**Choosing to direct award is always down to the customer to decide.**

To help them know if it's the best approach for them, ask if they meet ANY of these criteria...

- ✓ The customer is satisfied they can identify StriveAV offers best value for their requirement
- ✓ StriveAV is able to supply the goods/services within the customer timescales
- ✓ StriveAV scored the highest mark for the price/quality in the evaluation
- ✓ The goods or services required are exclusive to StriveAV
- ✓ The continuity of existing goods or services from StriveAV

**Are any of those boxes ticked by the customer?**

If yes, they can direct award without needing to do a further competition or get three quotes – **it's as simple as that!**

Please note, the customer only has to tick ONE



## WHERE CAN I GET TRUSTED PROCUREMENT ADVICE?

**KCS Procurement Services offers FREE procurement advice your customers can rely on.** With a team of framework experts on hand to support your customers through their procurement decisions, they will provide:

- Simple steps to explain direct award
- Clarification of the framework supplier award process
- Understanding around Public Contracts Regulations 2015 compliance
- Easy-to-use template documents for direct award or further competition
- Navigation through the terms & conditions
- Plus many other procurement, framework and contract queries as they come up!



## CAN I ACCESS THE FRAMEWORK?

**KCS Procurement Services frameworks** are open to all public sector organisations including:

- Schools and academies
- Local authorities
- Central government
- NHS
- Blue light services
- Charities

**Still not sure?** Get in touch with KCS Procurement Services and they will be happy to help!





Transforming business for the better, **together.**

**KCS** | procurement  
services

STRIVE **AV**

Need framework support? Contact...



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