



AUDIO VISUAL SOLUTIONS

Y20003

WHAT DOES IT COVER?



Transforming business for the better, together.

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?

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

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



Need framework support? Contact...



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